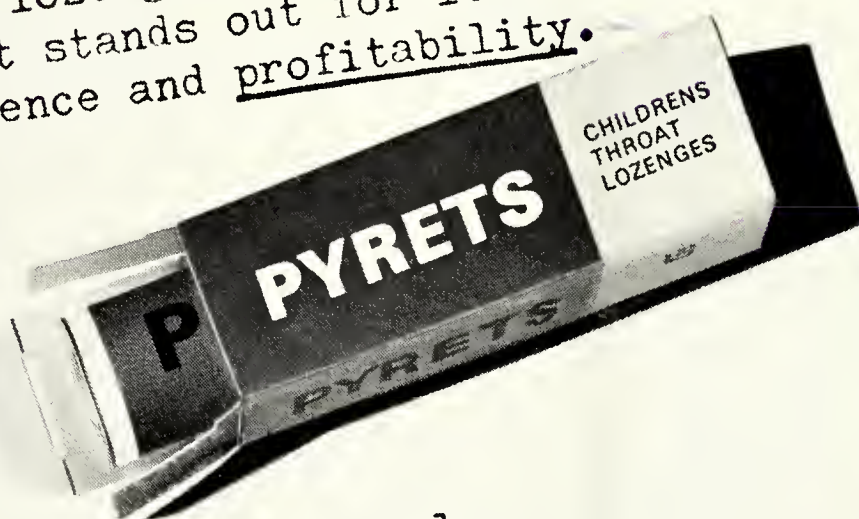


CHEMIST & DRUGGIST

an authority for pharmacy

Amongst the proliferation of throat lozenges, one new product stands out for its pertinence and profitability.

- 8 JUN 1970



Pyrets is an original orange-flavoured, strongly bactericidal throat lozenge specifically formulated for children.

A non-antibiotic/non-anaesthetic counter and N.H.S. prescription suitable for regular short-interval dosage.

Providing essential continuous treatment with no fear of over dosage. In 1 dozen

outers, Pyrets retail at 2/6d for 15 lozenges.

They are introduced with bonuses of

3 dozen FREE with 6 dozen,

7 dozen FREE with 12 dozen,

15 dozen FREE with 24 dozen.

CAREERS IN PHARMACY SPECIAL SECTION

The Society
comments on
Noel Hall

Study tour
in Spain

Good prospects
for personal
deodorants

Selling a
pharmacy



A Trentham Laboratories Product.
Distributed by E. C. De Witt & Co. Ltd.,
Seymour Road, London E.10.
Tel: 01-539-3334.

suppress cough problems



Customers and potential customers alike often consult us when they run into problems of formulation and analytical techniques. Experience over the years as large-scale manufacturers of such products as Codeine, Ethylmorphine, Noscapine and Pholcodine usually enables us to offer helpful suggestions. On all these cough suppressants this service is backed by delivery from stock.



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CHEMIST & DRUGGIST

111th year of publication Vol. 193 No. 4711

The newsweekly for pharmacy

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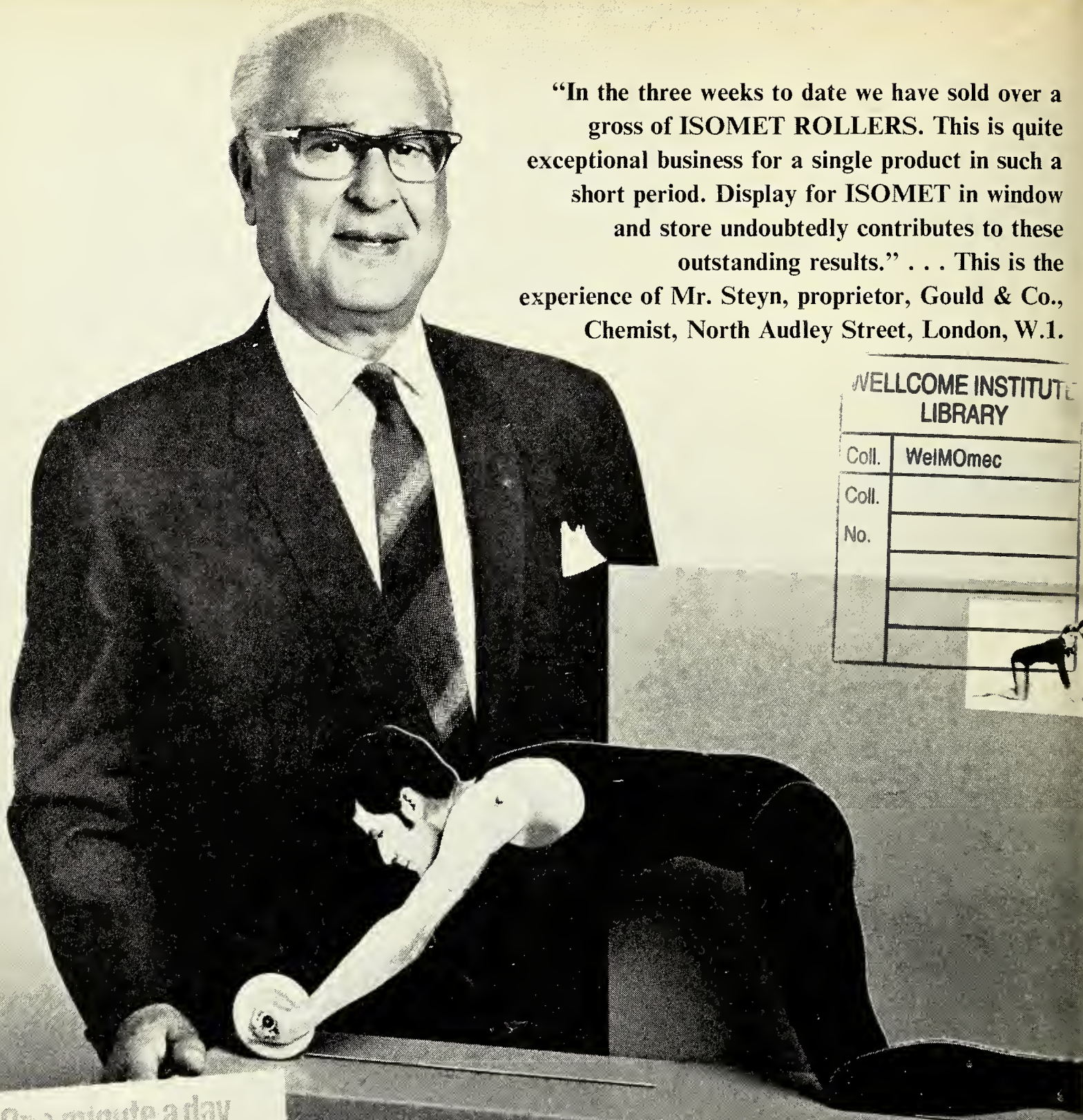
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of Circulations

There are good sales prospects in personal deodorants (see page 850)

"In the three weeks to date we have sold over a gross of ISOMET ROLLERS. This is quite exceptional business for a single product in such a short period. Display for ISOMET in window and store undoubtedly contributes to these outstanding results." . . . This is the experience of Mr. Steyn, proprietor, Gould & Co., Chemist, North Audley Street, London, W.1.

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reduce stomach-bulge

isomet roller

patent pending

THE isomet roller service



PROVED AS A GENUINE EXTRA PROFIT ITEM: THE 'ISOMET ROLLER'

A business-builder that sells itself—leaves the profit to you

Hundreds of chemists will agree they have a runaway seller in this remarkable product.

The ISOMET ROLLER is a revolutionary stomach-trimming method. Hundreds of thousands have already been sold on the Continent. It's now selling at that rate here.

All you have to do to sell it is to display it. Chemists everywhere (we quote a few below) are discovering this really is the case. Many found their original estimate of rate of sale was well below actual demand. As a result, re-order pressure is now on!

Doctors and physical training experts support

ISOMET ROLLER because it's based on sound principles. Customers buy it because it works. Chemists like it because it's an unusually high profit, fast-moving item. See your Scott & Bowne representative or contact your wholesaler now. Today. Your display – plus our national advertising – will do the rest.

LATE BULLETIN:

In view of the nationwide reception of ISOMET ROLLER, Scott & Bowne are now extending the highly successful advertising campaign in leading national dailies throughout the peak summer period.

THE isomet roller METHOD

(patent pending)

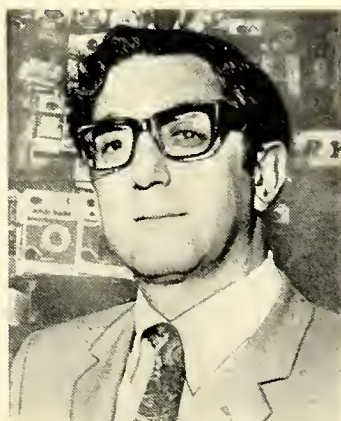
Listen to what chemists are saying about it:



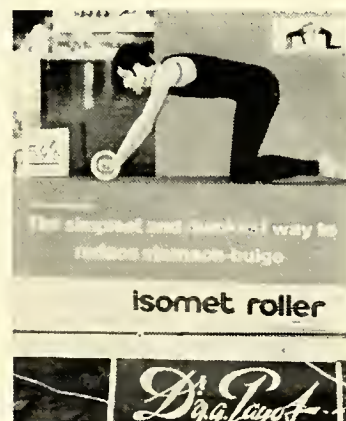
Intall, Bailey & London, N.6. Isomet mobile display is a shopper



Mr. Wagman, H. M. Bateson Chemists, Edgware, Middx. "Isomet is easy to sell. You simply display it – and people buy it."



Mr. Cohen, Belsize Pharmacy, London, N.W.3. "Under today's pressures the pharmacist needs genuine new business. Customer reaction to Isomet has been very good."



Mr. R. Birch, R. A. Birch (Chemists) Ltd., London, W.5. "Display Isomet in the window and on the counter. That is the secret of selling."



Mr. M. Finberg, Sharman Chemists, Ltd., Northwood, Middx. "I have re-ordered 3 times in as many weeks. The response to the Isomet display material has been tremendous."



A little co-operation goes a long way

We've always believed it—Now you've proved it!

So a very big thank you to all our chemist friends for your invaluable support in making the new 'Expectant Mother Information Service' such a success. A success which wouldn't have been possible without *your* co-operation.

Now, there are: Many more 'Baby Boxes'.

Thanks to the encouraging demand from expectant mothers, and those responsible for advising and guiding them, there are more 'Baby Boxes' available. Ready for distribution in June.

As before, first-time expectant mothers throughout the country will receive

printed invitation cards from their doctors, midwives, welfare centres and clinics.

You simply present the 'Baby Box' Free to your customer in exchange for her Invitation Card.

It was your help that ensured our initial success. We know that we can rely on you for our next.

The 'Expectant Mother Information Service' is administered on behalf of a Consortium of Babycare Manufacturers. For further details contact : E.M.I.S., Aldersgate House, New Barnet, Hertfordshire.



Society demand decision on No.17 site

The Pharmaceutical Society is to ask the Government to take a firm decision on the future of its Bloomsbury headquarters, so that it can proceed with plans for re-development, either at Bloomsbury or at Lambeth.

The Society's architect fears that the Government might take the part of the site on which the Society intends to erect commercial development and leave the Society with the listed buildings and the prospect of spending considerable sums on maintaining them while the market value would be substantially reduced as a result of the National Library development.

They propose, therefore, that the president of the Society should write to the Minister of Public Building and Works asking for a firm decision on one of the three following bases:

☐ To indicate now that the part of the site owned by the Society would not be required so that the Society may proceed with its present development plans.

☐ To acquire at a price reflecting the development potential the part of the Society's site not required for the Society's headquarters. This would enable the Society to proceed with the development of a headquarters for its own occupation and to finance that development out of the proceeds of the sale of the remainder of the site.

☐ To acquire the whole of the part of the site owned by the Society in order that the Society may proceed with a new headquarters building at Lambeth.

The Society's difficulties will be explained.

RPM court decision

The Restrictive Practices Court were expected to announce on Friday whether or not resale price maintenance in the drug industry should be allowed to continue.

W. M. Darling is the new president

Mr William Martindale Darling was elected president of the Pharmaceutical Society of Great Britain at the Council meeting on Wednesday.

The new vice-president is Mr D. E. Sparshott. Mr H. Steinman was re-elected treasurer.

Mr Darling was first elected to Council in 1962 and for the past two years has served as vice-president during the presidency of Mr Albert Howells. He is in business in South Shields, co Durham.

Mr Sparshott came to the Council in 1964 and was formerly chief pharmacy superintendent of Boots Ltd. He topped the poll in this year's Council election (last week, page 795).

'Sensitive' promotion for proprietaries

Sensitive, conscientious self-control is the ultimate ideal in proprietary medicines advertising; it cannot be replaced by any legislative control, however enlightened and wisely administered.

That was the view Mr S. W. Day, chairman of the Proprietary Association of Great Britain, expressed at the Association's tenth annual dinner when reminding members of the impending Regulations under the Medicines Act.

A warm tribute to the Association was paid by the principal guest, Mr W. Beardsley, chairman of Miles Laboratories, USA, and a past president of the Proprietary Association of America. He said that its effective voluntary self-regulation of labelling and advertising was a model for other proprietary associations around the world. In cooperation with advertising agencies and the media it did a creditable job in eliminating the unfair, un-



New president of the Society, Mr W. M. Darling (above) and Mr D. E. Sparshott, vice-president



Mispricing: Why it was not noted

Explanations of why "mispricing" of children's prescriptions at Newcastle Pricing Bureau had not already been picked up in the Central Checking Bureau, were given after the Central Contractors Committee met on May 19.

As reported last week (p 797), the committee is expressing concern to the Department of Health about the pricing method — disclosed in the C&D on May 23. The report of the meeting says the committee devoted a considerable amount of time to discussing a report about the finding of a number of prescriptions bearing ages for children on which Erythroped suspension ordered had been priced for Erythroped pro infans.

"The mis-pricing had occurred because of unauthorised guidance issued, without consultation, by the Joint Pricing Committee for England to Pricing Bureaux on the pricing of children's prescriptions.

No guidance

"The Central Checking Bureau at Mallinson House had not at the time of the report discovered that prescriptions for children under 2 years ordering Erythroped were being priced in this way because the guidance had not been issued until February 1970; February prescriptions for the routine check did not reach the Central Checking Bureau until May.

"It was decided that the concern of the Committee should be expressed in the strongest possible terms to both the Department of Health and to the Joint Pricing Committee for England that an instruction of this kind, even though it arose from a misinterpretation of policy, should have been introduced without consultation with the Central Committee.

"An assurance would also be sought from the Department that the necessary action would be taken to obviate any possibility of a recurrence. It was reported that checks in the Newcastle Pricing Board had revealed that very few children's prescriptions had been priced in this unorthodox way.

"Several members of the Committee expressed the view that problems of mis-pricing would be largely eliminated if pharmacists would endorse."

truthful, in bad taste, and derogatory advertising. Its main source of strength was submission in advance of all labelling and advertising material by members.

Guests of the Association included Dr John Dunwoody, Parliamentary Under-Secretary of State, Department of Health and Sir Alan Marre, the Second Permanent Under-Secretary of State.

The annual meeting elected a second vice-chairman, Mr J. F. Harrington, joint managing director of Nicholas Products. Other officers were re-elected, as were retiring members of the executive committee, together with Mr R. J. Pascall, managing director of Potter & Clarke Ltd.

Study-tour that made history

The party of pharmacists from the Institute of Pharmacy Management's study-tour who returned from Spain last Friday unexpectedly made "history."

The first of several engagements was at the Faculty of Pharmacy, University of Barcelona, where they learned from the president of the General Council of Official Pharmacists' Associations (Dr E. Marco Cañizares) that they were the first delegation of pharmacists from another country to be received by the Spanish Associations at national or provincial level.

Dr Marco Cañizares had travelled the 500 miles from Madrid to meet the party.

The medal of the Barcelona Faculty, rarely given in the past, was presented by the dean to Professor J. M. Rowson (president of the Institute and leader of the tour).

The party afterwards visited two retail pharmacies, a hospital pharmacy, an industrial concern and a "co-operative" wholesaler. Mr A. Valls-Julia, president of the Barcelona "Colegio" (the Colegio has functions similar to the Pharmaceutical Society in Britain) and his son, who acted as interpreter, accompanied the party for most of the visits.

Drug information from computers

The first of a series of weekly magnetic tapes containing information on marketed drugs and chemical compounds was being flown on June 5 from Amsterdam, to the computer division of the Wellcome Foundation Ltd, at Dartford, Kent.

The service, known as "Drugdoc," is one of the many computer-based biomedical information services now being provided by the Excerpta Medica Foundation from their Netherlands office.

Under a long-term agreement Medical Mailing Co are to provide a regular flow of list information and other marketing data to the pharmaceutical division of Boots Pure Drug Co Ltd who will process it on their own computer. The marketing statistics provided will be used to co-ordinate the activities of the company's pharmaceutical representatives.



A few of the British pharmacists who visited Barcelona University's Faculty of Pharmacy last week

Pharmacists' lot in Spain 'is not happy'

In Spain the pharmacist's lot is not a happy one. On the one hand he is criticised for undue restriction of entry into the profession, lack of pharmaceutical service in many areas and the high cost of medicines.

On the other, the pharmacist considers the social security system cumbersome and the financial reward he receives for the high standard of service rendered to the public to be poor.

That information was given to pharmacists attending the Institute of Pharmacy Management's annual conference in Spain. Read by Mr E. A. Jensen, the paper revealed that 10,554 of the 13,210 pharmacists in Spain were in retail pharmacy and the problems were therefore mainly those of retailers.

There were only 29 hospital pharmacists, dispensing in hospitals being done by *practicantes*, a type of nurse with a "rather wide training."

Forty per cent of retail managers were women, as were 32 per cent of retail proprietors, 28.5 per cent of wholesale managers, and 22 per cent of managers of pharmaceutical companies.

Spanish pharmacists were represented at national level by the General Council of Official Pharmacists' Associations consisting of 18 pharmacists, elected for six years by the presidents of the provincial Pharmacists' Associations (Colegio). All practising pharmacists had

to join their provincial association; the retention fee was 2,400 pesetas (about £14).

Four of the 13 universities in Spain have Faculties of Pharmacy — Madrid, Barcelona, Santiago de Compostela and Granada. Since 1956 women graduates had been in the majority by a slight margin.

Limitation of the opening of pharmacies was introduced by the General Council in the early 1940's. Thereafter once a pharmacy closed for any reason, it could not be reopened without the application of the same principles which were enforced by the provincial associations with respect to new pharmacies.

New openings

In towns with more than 50,000 inhabitants, a pharmacy could be opened if the population increased by 5,000 and if it was at least 225 metres from the nearest pharmacy. That distance may seem unduly short but most city Spaniards lived in tall apartment blocks, so that the population was densely packed. The plans for the new pharmacy must be approved by the Colegio of the province, and the pharmacist must live nearby.

There was a drug tariff of

items which must be kept in stock. Rota duty was compulsory and unpaid, rota lists were displayed in illuminated niches outside city pharmacies.

Whereas in Britain persuasion was still used to regulate prescribing habits, in Spain only products included in the social security list were prescribed on the health service.

The pharmacist's profit margin was inversely proportional to the retail price, therefore it was in the manufacturer's interest to keep his pack size small. Original packs therefore accounted for almost all dispensing. In order that pharmacies do not have to carry large stocks with consequent slow turnover and lower return on investment, Spanish pharmacists formed co-operatives, which gave a quick wholesale service.

One-third of all purchases were made through these co-operatives, and two-thirds from wholesalers — direct purchase from manufacturers was forbidden except in special circumstances.

A fuller report appears on page 855; Comment page 863.

New research scholarship

Applications from final year students or graduates in pharmacy are invited for a research scholarship in France, made available by the Pharmaceutical Society of Great Britain, through the Franco-British Pharmaceutical Commission. It is of an annual value of £584, tenable for one year with the possibility of extension to two years.

The award is offered specifically for research in psychopharmacology, in respect of the action of tranquilisers and similar drugs on animal behaviour, principally in rats. The research will be under the direction of Professor Revol of the School of Pharmacy at Lyon University, and will be undertaken in his laboratory in the Hopital du Vinatier.

The last two British scholars in France obtained doctorates of French universities having successfully completed their research theses.

Applicants should have a good knowledge of French. Further information and application forms are available from: the secretary, Franco-British Pharmaceutical Commission, 17 Bloomsbury Square, London WC1. Closing date for applications is July 1.

Customers will be wary on D-Day: Pricing needs care

On February 15 next year—D-Day—people will be confused and “watching like hawks” for any sign of profiteering.

Manufacturers should, therefore, avoid price increases early in 1971, Mr G. A. Hollows, marketing manager, Boots Ltd, told a symposium organised jointly by the Toilet Preparations Federation and the Society of Cosmetic Chemists on May 29.

Mr Hollows, who was outlining Boots' current plans to cope with decimalisation, pleaded with his audience for co-operation.

From July 1, Boots will accept no more packs flashed with “money-off” offers into their warehouses, though they might still be sent to the shops. Manufacturers should avoid price movements from September 1970 to March 1971 to relieve strain on staff during the build-up to Christmas.

Pricing on packs should also be avoided. Beginning in January Boots intended to use dual pricing on their self-selection counter strips. At first the £sd price would be shown larger, then at the time the cash register was changed the decimal price would be shown larger for one month. Thereafter decimal pricing only would be used.

Printed leaflets

On D-Day Boots would place conversion tables in their shops “wherever we can find space.” They were also considering having a hand-out leaflet printed saying that they would be sticking strictly to the “shoppers’ table.”

Mr Hollows appealed for agreement on the matter of invoicing to two or three decimal places. The third place could make a difference to margins, he said.

Dealing with possible customer reaction to the change to decimalisation, Mr Hollows saw two possibilities. The British, being an older Society than those Commonwealth countries that had experienced a relatively easy change to decimal currency, could be reluctant to learn.

Alternatively, since people in a buying situation tended to act irrationally they could be misled into thinking that 10p

was cheaper than 2s and thus spend at a higher rate than usual for a time.

Mr Hollows also discussed “charm prices” that tended to lead the customer to think he was getting a better bargain (9s 11d instead of 10s). In decimal currency they would probably come at the points 5p, 7p and 9p.

The Gloucester health centre: new move

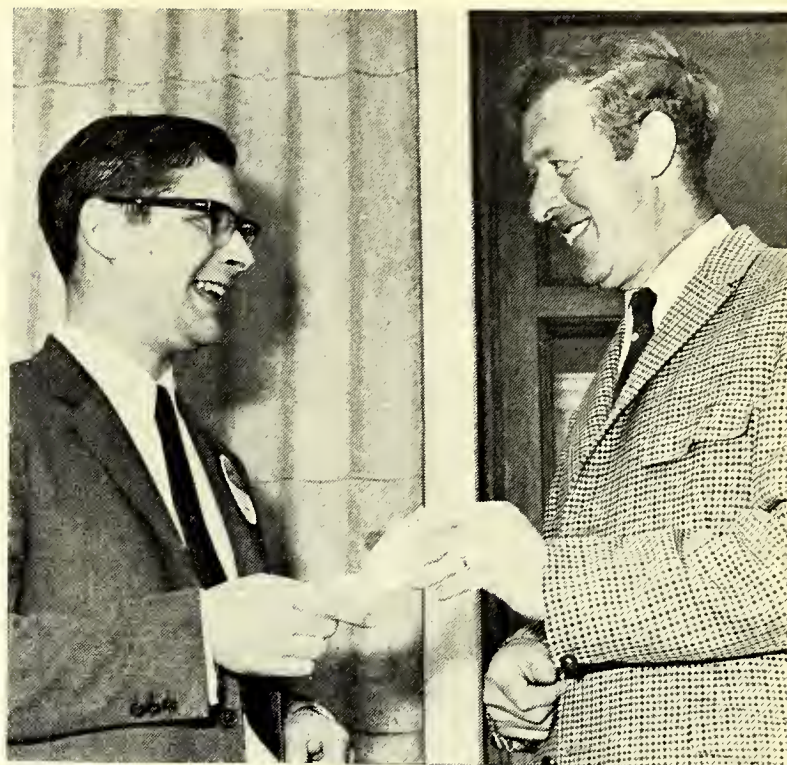
Arrangements have been made for a meeting with representatives of Gloucester pharmacists and with the Central Contractors Committee solicitor to discuss future policy in relation to the re-siting of the Gloucester health centre.

The committee, at its May meeting, also considered a report on a similar situation in Swindon where the health centre was being moved to new premises. It was agreed that urgent representations be made to the Department of Health that, as there was already an adequate pharmaceutical service in the area, a pharmacy department within the centre was no longer necessary.

A report was received from a Local Pharmaceutical Committee of its decision to inform the North-east London Pharmaceutical Committee that while it believed some of their proposals to be worthy of further consideration, they were “too nebulous.” It had urged the submission of definite proposals to the Central Committee for consideration.

The latest information from the Department was that they expected that a reply to the Committee's representations about the suspension of discounting arrangements during December and January last would be sent in time for the next meeting of the Committee.

After considering correspondence on excessive prescribing with local Pharmaceutical Committees, some of which had confirmed that excess me-



Seven years ago Ryder Cup international Bernard Hunt won the inaugural Agfacolor Film golf tournament at Stoke Poges Golf Club, Buckinghamshire, and on May 23 he did it again and received his first prize cheque of £750 from Mr Gustav Ahrens (left), managing director of Agfa-Gevaert Ltd, who sponsored the event

dicines were either disposed of directly by the patients or their relatives, or were stored for considerable periods to the danger of others, the Committee agreed to take no further action at the present time.

A 'service to all farmers'

Members of the Pharmaceutical Society's Agricultural and Veterinary Group would be able to provide a service to farmers that covered the country — if it were commercially viable to do so. Mr W. P. B. Phillpotts told the Group's annual meeting on Sunday.

The speaker suggested if complaints by companies about wrongful distribution of products were looked into, it might be found that the areas concerned were those weak in pharmaceutical control. “As pharmacists, we are the right and proper people to handle, with or without prescription as legally necessary, potentially dangerous chemical and pharmaceutical products, and have in fact, very shortly to decide, whether it will be to our advantage or disadvantage to be a professional man in this market.”

Mr Phillpotts was giving the second paper in a discussion on the Swann report — which had been summarised by Mr G. C. Brander MRCVS, of Beecham


Research Laboratories — and predicted the following possible effects of implementation of the proposals:—

- ☐ Some products falling out of use.
- ☐ Supply by veterinarians instead of pharmacists.
- ☐ Livestock allowed to die, rather than call the vet, when a simple medication would save life.
- ☐ An increase in the black market.
- ☐ Utopia — “pharmacists may dispense vets' prescriptions.”

Mr Phillpotts appealed to the Society to fight to obtain pharmacists a fair place in this market.

Mr G. H. Macdonald maintained that there were not sufficient *interested* pharmacists to supply the farming community, but was hopeful that the climate of the supply of products to pharmacists by manufacturers would change.

During the discussion, Mr J. Ferguson, assistant secretary, Pharmaceutical Society, said that much of the effect of Swann depended upon the interpretation of prescribing by a veterinary surgeon for “an animal under his care.” This must mean to have seen the animal, diagnosed, and prescribed. The Society could make its views known to the committee being set up to define the future role of the veterinary profession.



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another
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from
Wright's**

Wright's
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BATH SIZE 1/7

RECOMMENDED RETAIL PRICE

*Ask your Wright's
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special introductory offer!*



WRIGHT LAYMAN & UMNEY LIMITED, 43-55, CLAPHAM ROAD, LONDON, SW9.

NEWS IN BRIEF

□ A donation of £1,000 has been made to the Commonwealth Games appeal fund by A. Wander Ltd.

□ Employees of the plaster and printing department of Cuxson, Gerrard & Co Ltd have contributed nearly £240 to the British Empire Cancer Campaign for Research after holding weekly collections since 1966.

□ The Institute of Packaging has elected Mr Colin Swinbank, chairman of its National Council. Mr Swinbank is packaging co-ordinator in the central distribution department of Imperial Chemical Industries Ltd.

□ The India Government has decided to import raw materials for drugs worth Rs 80 million during the current financial year. The import will be through the State Trading Corporation. Maximum prices have been fixed on 17 essential bulk drugs under the Drugs (Prices Control) Order. The items include penicillin, paraminosalicylic acid, vitamins A, B and C, streptomycin, chloramphenicol and tetracycline.

□ The International Organisation of the Flavour Industry (IOFI) has been set up in Belgium for the joint study of scientific data on aromatic substances; the collection and study of applicable laws and relevant regulations and the dissemination of this information to the member associations and to international organisations. Its headquarters and general secretariat, directed by Mr L. E. Billen, are in Brussels. The United Kingdom is represented by the British Essence Manufacturers' Association.

SPORT

Golf

London Chemists' Golfing Society. The Society met at Burnham Beeches Golf Club recently to compete for the President's prize and putter and other prizes. **Results:** President's prize and putter, H. A. Coward (16), 69. Committee's runner-up prize, A. Spratt (24), 71. Kerfoot trophy (bogey), P. Keddie (19), 2 down. A. H. Cox prize (Stableford), S. M. Hutchinson (12), 32 points. Visitor's prize (Stableford) W. Cocker (3), 39 points.

Limerick. The town's chemists, captained by John Hanley, achieved a convincing win by 4½ to 1½ matches over the local doctors' team in the second annual golf competition between professions at Ballyclough on May 22. Later Mr Hanley was presented with the Merck, Sharpe and Dohme trophy by the company's resident manager for Ireland, Mr Sean Carroll.

New officers

Pharmaceutical Committees

Middlesex. Chairman, J. K. Westerman; Vice-chairman, A. King; Treasurer, R. H. Rowson; Secretary, J. Anderson Stewart, 6 Southampton Place, London WC1 (telephone 01-242 8512).

London. Chairman, D. N. Sharpe; Vice-chairman, G. H. P. Brand, Secretary, D. V. Smith, 34 Cursitor Street, London EC4 (telephone 01-405 6563).

The Xrayser column

The pharmaceutical budget

Chancellors of the Exchequer, whether national or pharmaceutical, are not to be envied, and it says much for the persuasive manner of Mr Harry Steinman that his financial proposals were received without an outbreak of violence. It has been his unhappy lot, since assuming office, to appear in the role of Oliver Twist on more than one occasion, and that has perhaps been of help to him, for experience always tells. It is evident that more money has to be raised in some way, but the manner in which it is raised is of considerable importance.

At the annual meeting of the Pharmaceutical Society, at which Mr Steinman presented his report, a plea was entered on behalf of employed pharmacists. Dr D. J. Gibson asked that any increase in the retention fee should fall more on the premises fee than on that of the individual, pointing out that the former levy was out of all proportion. It is an attractive argument and one that seems, at first sight, to be logical.

But I think it is necessary to ask whether, as professional people, we want to be masters in our own house. The Council of the Society, which is our professional executive, is elected by the members personally, and the premises fee does not—and must not—entitle those who pay it to any voice at the Council table. In its origin, and over the years, it has been essentially an administrative levy, and its payment confers no rights, nor must it ever be allowed to do so.

As Mr Steinman rightly said, the Pharmaceutical Society belongs to its members, and it must remain firmly in their hands. The dangers of shifting the emphasis are too obvious to need stressing. But are we prepared to accept that we will remain masters in our own house—wherever that may be—and make the financial sacrifice to maintain that state of affairs?

A sense of proportion

It appears to be the case that fee increases have been applied too slowly and with too great a sense of reluctance, and in that the Council must shoulder some of the blame. But before we rage furiously together about the matter, there are some factors which we might do well to consider as objectively as is possible in the circumstances.

I belong to that generation which, for many years, paid a personal fee of £1 11s 6d per annum. For a good part of that time, the columns of the pharmaceutical Press carried advertisements offering anything from £180 to £200 by way of annual salary, and it was rare to be offered the sum of five pounds per week. A perusal of the offers today indicates, when more informative than "excellent salary," that it is now possible to earn at least ten times that amount.

It would seem to be reasonable, on those grounds alone, to justify a personal fee of £15, which would be less of an imposition than it might seem because of allowance for income tax.

The weakness of the argument might lie in the fact that those receiving £200 in the second and third decades were not contributing much to the national exchequer. But whatever is decided upon, I sincerely hope that the Council will heed the wise words of Mr Steinman that the Society belongs to its members, and resist the easier path of premises fees.

Justifying the cost

The additional income, of whatever size, must not be regarded in the light of manna from heaven. It must be carefully husbanded and a stern watch kept on expenditure. The auditors might even be prepared to act as a pharmaceutical Committee of Public Accounts, but, if not, there are lynx-eyed members who will do the job for them.

COMPANY NEWS

Yardley's higher production

Recently added to Yardley's new headquarters at Basildon, Essex, are a spacious four-storey office block and an automated soap-production plant.

First established 200 years ago, Yardley moved to Basildon from its original Stratford High Street premises in 1966.

Precise temperature control in the soap-production department has helped Yardley to increase its annual output from 7 to 12½ million tablets. The new facilities will help the company to step up production still further at Basildon which exports to 90 different markets.

In brief

Odex Racasan Ltd: Group Profit for year ended March 31, after all charges including taxation, £153,168 (£145,748). Final dividend 32 per cent (25½ per cent), making 47 per cent (38 per cent).

Gateway Securities Ltd: Annual report mentions that ten chemists' shops were operating for the group in the year ended March 31. That represented an additional 5,500 sq ft of sales area.

British Celanese Ltd are transferring the main sales offices of their chemicals and plastics group from Coventry to Spondon, Derby. Address: P.O. Box No 5, Spondon, Derby, DE2 7BP (telephone: Derby 61422).

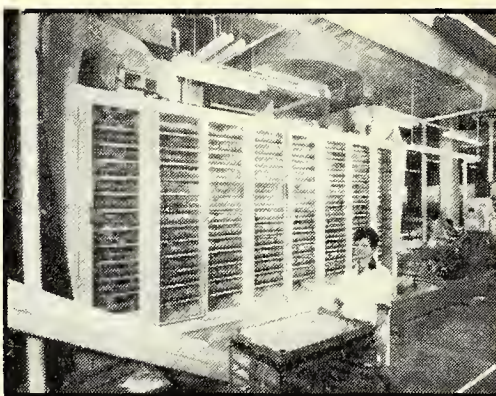
Mr B. Kingham, MPS, has acquired the pharmaceutical side of the business of Mr Gordon Kent, MPS, FSMC, FBOA, at 40 Roman Bank, Skegness. Mr Kent, will concentrate entirely on his practice as a consulting and dispensing optician at the same address.

Smith & Nephew Associated Companies Ltd. Group pre-tax profit, at £1·58m, was 10 per cent higher than in the equivalent 1969 period. Group profit after tax was £910,000 (£829,000) from sales of £10·46 m (£9·19 m).

Appointments

Cyanamid of Great Britain Ltd have appointed Mr A. D. Cavers, BCom, marketing manager of their medical products division.

Wellcome Foundation Ltd: Mr Brian Hinners, BSc, formerly a medical representative in the home sales (medical) division. Burroughs Wellcome & Co. has



Yardley's new soap-production department at Basildon, Essex, has helped the cosmetic firm. Before being stamped into shape, tablets of complex design are passed through this "crusting" plant, a 200 metre run which takes 17 minutes and reduces their skin temperature by 30°F and their inside temperature by 20°F

been appointed to the post of marketing executive, medical biologicals, by the Foundation.

PEOPLE

Society's fourteen new Fellows

Fourteen members of the Pharmaceutical Society have been designated Fellows under section III(4) of the by-laws. The awards are:

For distinction in the profession of pharmacy: Stanley Durham, Sheffield; Ernest George Bertram Fortune, Swindon, Wilts; Maxwell Gordon, Leeds; Alice Greenwood, Blackpool; Richard Henry Henriksen, Wembley Park, Middlesex; John Prentice Kerr, Newcastle-upon-Tyne; Joseph Mendelssohn Lewis, Pontypool, Monmouth; Charles Walter Robinson, Chester; Atherton Ernest Thorpe, Cheadle Hulme, Ches.

For distinction in the practice of pharmacy: Christopher Harold Blenkiron, Wigan; Jack Hanson, Pakistan; Bertram Hiram Smith, Manchester.

For distinction in the practice and profession of pharmacy: Norman Whittaker Blacow, Epsom, Surrey.

For distinction in pharmaceutical journalism: Robert Blyth, Hemel Hempstead, Herts.

Professor Frank G. Young, Sir William Dunn Professor of Biochemistry at Cambridge and Master of Darwin College is now President of The British Nutrition Foundation, a part-time appointment. Miss Dorothy Hollingsworth, becomes the Federation's full-time director.

Dr A. W. Barrett, BSc, PhD, has retired after more than 50 years with Johnsons of Hendon Ltd.

He was largely responsible for the company being in a position to supply the RAF with hydroquinone during the

1939-45 war; Up till then there was no producer in Britain.

Dr Barrett discovered how to make litmus paper from natural lichens and in addition introduced the indicator papers for pH measurement. In 1947 he was made Johnsons' chief chemist and in later years served on the British Standards Institution.

Mr T. B. Follows, MPS, of Sittingbourne, Kent, has been successful in his fight against a town council compulsory purchase order which would have taken part of the forecourt of his shop to ease the traffic problem. It was more than a year ago that he lodged an appeal against confirmation of the order at a public inquiry and now he has been informed that the Minister of Transport has decided not to confirm the order.

Mr James F. Brady, MPSI, The Diamond, Donegal, has been elected chairman of the town's Progressive Development Committee. He has been chairman of the County Rehabilitation Institute for some years.

Professor Albert B. Sabin, world-famous for developing the oral polio vaccine that bears his name, was inaugurated as fourth president of the Weizmann Institute of Science at Rehovot on May 4. In the audience at the ceremony was the former vice-president of the United States and Mrs Hubert H. Humphrey. At a ceremony on May 6 Mr Humphrey was made an honorary fellow of the Institute.



Professor J. M. Rowson (left) who led the Institute of Pharmacy Marag men's study tour to Spain last week, with Mr A. Valls Juliá, president of the Pharmaceutical Colegio of the province of Barcelona

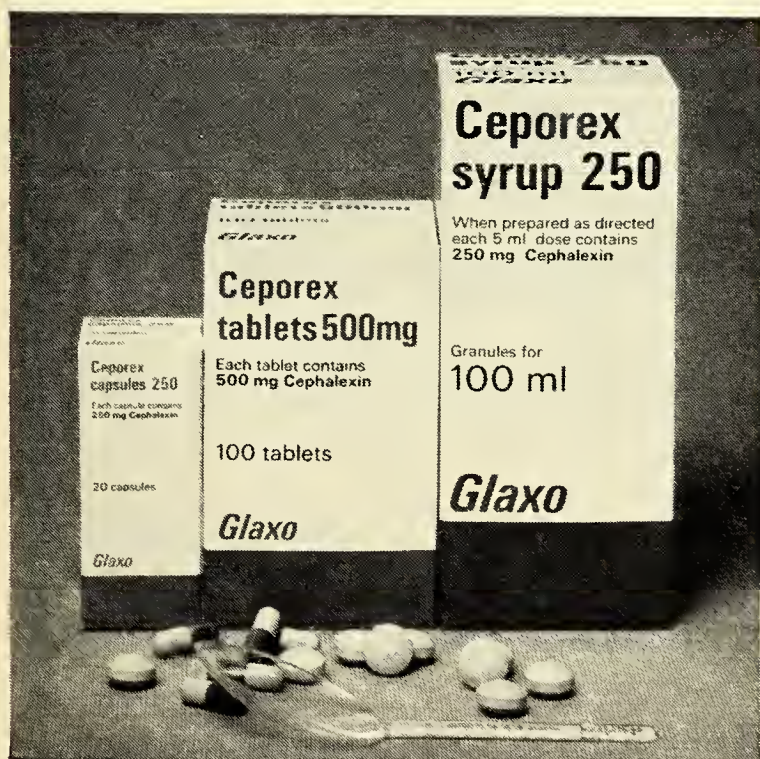
Deaths

Rooney: On May 21, Mr Michael Rooney, LPSI, 97 Shandon Park, Phibsboro', Dublin, aged 63. Mr. Rooney qualified in 1940. For many years he was manager of Mr P. F. McGrath's pharmacy at Oxmantown Road, Dublin.

Tarry: On May 29, Mr Kenneth Tarry, MPS, 106 Tyrone Road, Thorpe Bay, Essex. Mr Tarry qualified in 1943.

Glaxo brief

a few minutes reading
from Glaxo



Ceporex Tablets
widen the choice of
presentations

**Glaxo
brief**

Ceporex— a presentation to suit almost every patient-need

There's no problem with Ceporex 250 mg Tablets or Capsules, because they are the smallest cephalixin presentations available, so they're easy to swallow. They are suitable for the treatment of such infections as acute cystitis, bacterial pharyngitis and tonsillitis.

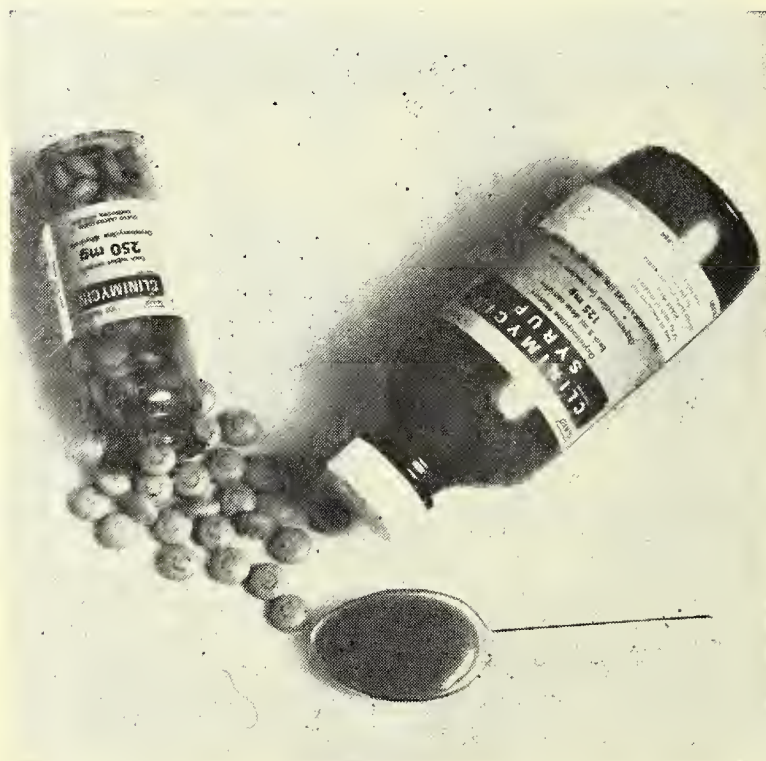
Ceporex 500 mg Tablets or Capsules are the only cephalixin presentations available in this strength. They provide a convenient means of administering the higher dosage required for the more serious infections such as pyelonephritis and acute bronchitis, because it means patients take fewer capsules or tablets.

The 250 mg/5 ml syrup is the first cephalixin syrup available in this strength. Its pleasant fruit flavour makes it very acceptable to children, the elderly, who take to the not-too-sweet flavour quite readily, and for those not able to swallow capsules or tablets. Successful treatment starts with Ceporex.

Presentation

Ceporex is issued as tablets or capsules containing 250 mg and 500 mg of cephalixin, in bottles of 20 and 100. Also as granules for syrup, in 100 ml bottles. When reconstituted each 5 ml contains 250 mg cephalixin.

Clinimycin Tablets and Syrup—a choice in oxytetracycline therapy



When oxytetracycline is required, Clinimycin Tablets and Syrup are the answer. Clinimycin Tablets (250 mg) are easily identifiable because of their printed name, and Clinimycin Syrup (125 mg/5 ml) is identifiable by its orange colour. The film-coated tablets are the smallest oxytetracycline tablets available and are easy to swallow, while the syrup has a pleasant fruit flavour and a uniform suspension which helps achieve accurate dosage every time.

Good reasons why doctors will be prescribing Clinimycin—good reasons for stocking up now.

Presentation

Clinimycin Tablets:

bottles of 100 and 1,000

Clinimycin Syrup 125 mg/5 ml: bottles of 100 ml

**Glaxo
brief**

Remember when there
was only one
Clinitetrin?



Now, of course, there are two tetracycline presentations from Glaxo—Clinitetrin Tablets and Clinitetrin Syrup. Clinitetrin Tablets are easily swallowed by patients since they are the smallest film-coated 250 mg tetracycline tablets available. Each red tablet has the name Clinitetrin printed on it.

Clinitetrin Syrup, like the tablets, is quickly identified by its red colour; and a uniform suspension helps achieve accurate dosage every time.

Next time you order tetracycline, remember Clinitetrin Tablets and Syrup.

Presentation

Clinitetrin Tablets:

bottles of 100 and 1,000

Clinitetrin Syrup 125 mg/5 ml: bottles of 100 ml

The professional answer
to athlete's foot—
**Tinaderm Cream and
Powder**



Doctors prescribe more Tinaderm Cream for athlete's foot than any other product. That's because impressive results in practice have established Tinaderm as *the* effective answer to athlete's foot. And this summer, you can help make the treatment more successful than ever with Tinaderm Powder. Tinaderm Powder used in conjunction with the Cream not only gives rapid relief from symptoms and prompt clearance of lesions but protection against re-infection as well. Turn heavy Tinaderm Cream prescriptions into increased sales by recommending Tinaderm Powder to complete the treatment.

Tinaderm Cream and Powder . . . worth your recommendation

Presentation

Tinaderm Cream: 15 gram tube

Tinaderm Powder: 50 gram sprinkler tin

Tinaderm preparations are manufactured and distributed for Schering Corporation, USA

**Glaxo
brief**

Complan— powerful advertising takes effect!

Yes! The biggest ever Complan campaign is in full swing! National magazines—consumer and specialist—are booked throughout the year so potential users can't miss seeing Complan advertisements again and again. Each advertisement is aimed directly at the heart of the market—women of 45 and upwards. And each advertisement highlights the time when they need Complan most—during and after illness, to help them get really well.

Your Complan sales are bound to go up, so check your stocks now. Heavy advertising not only brings in new Complan customers, but reminds existing users of a first-class product that fulfills a real consumer need.

'Complan, food you *can* face during illness'

Presentation
1 lb (454 gram) cartons



Ceporex, Clinitetrin, Clinimycin, Complan and Tinaderm are trade marks

Detailed literature available on request

Glaxo 

Glaxo Laboratories Ltd, Greenford, Middlesex

NEW PRODUCTS AND PACKS

Over-the-counter medicinals

Children's throat lozenge

Trentham Laboratories have introduced Pyrets children's throat lozenges (2s 6d) specially formulated for the treatment of superficial infections of the throat and mouth — stomatitis, oral ulcers, tonsillitis, pharyngitis and glossitis.

Suitable for children of all ages they can be taken at regular short intervals to give continued bactericidal action without the fear of overdose or emergence of resistant bacteria. Each lozenge contains 2.5 mg cetylpyridinium chloride and is orange flavoured.

Pyrets are in tubes of 15 and are tax free. Initial bonus terms give up to 19½ to the dozen. (Distributors E. C. De Witt & Co Ltd, Seymour Road, London E 10.)

Pack redesigned, weight increased

A 40 per cent increase in the guaranteed fill of No-rash antiseptic cream, from 20 g to 28 g, coincides with new blue-and-white packaging in an "upside-down" tube. Retail price remains 3s 11d. (E. C. De Witt & Co Ltd, Seymour Road, London E 10.)

Dietetics

Vegetable flour

Carlo Erba have added Aprotin flour to their range of dietetic products. It is a mixture of vegetable starches, is gluten free and has a low potassium content.

Use is indicated in the dietetic management of chronic renal insufficiency, coeliac disease and sprue, amino acid dysfunction and all other conditions requiring a gluten-free diet and/or a qualitative and quantitative protein intake. Pack is 1 kg (17s 4d). (Carlo Erba (UK) Ltd, 28 Great Peter Street, London SW 1.)

Cosmetics and toiletries

Roll-on for Right Guard

The Right Guard deodorant-antiperspirant range has been extended by the introduction of Right Guard roll-on. Introduc-



tory stock carries a "trial offer, 1s off recommended price" flash, reducing the cost from 5s 11d to 4s 11d. Refills are also being made available (4s 11d). National advertising will promote the range on television. (Gillette Industries Ltd, Great West Road, Isleworth, Middlesex.)

Ten colour crayons

Mary Quant's new colour crayons are for use anywhere — eyes, lips, cheeks, ears, feet are suggested — that colour that just "strokes" on is required. Supplied in box of 10 (35s) clear spectral colours — navy, blue, light green, yellow, brown, orange, red, pink, dark green and purple. (Myram Picker Ltd, Hook Rise, Kingston By-pass, Surbiton, Surrey.)

Automatic eyeliner and refills

A portable liquid liner and brush all in one, comes from Helena Rubinstein in a slim, elegant enamelled case with a floral design. A patent is pending on the design.

The automatic eyeliner is offered in four shades:— Basic Black; Basic Brown, a medium brown; Smoky Taupe, a soft grey brown and Smoky Blue, a smoky grey blue. The liner is refillable (17s 6d) and there is no breakable bottle to worry about.

Revlon duo

A make-up has been announced by Revlon which keeps its colour during day and night, no matter how long worn, or under what sort of lighting. Perfect make-up (168s) is a two-phase tinted liquid primer and a finishing liquid in the same shade, which together provide a two-layer light filtration resulting in "ravishing perfection." The finish is with Perfect powder (84s.), in compact to match (45s.).

Revlon have also added to the Ultima II eyecourtage range four new colour



schemes — rich burgundy, deep forest green, ripened plum and carbon inky blue. Each scheme comprises shadow (5s 6d), liner (49s 6d) and automatic mascara (30s). (Revlon International Corporation, 86 Brook Street, London W 1.)

Leichner lipsticks

Twenty-four hand picked colours make up the new range of Leichner lipsticks, which includes frosty and opalescent versions. The shades range through pinks, oranges, peachy corals, reds and browns. In a gold and black case, Leichner's new Kamera Klear lipsticks retail at 6s 3d.

Leichner are also introducing two new shades to their range of Kamera Klear tinted foundations. They are Blend of Beige (a soft, slightly caramelly beige), and Blend of Biscuit (golden). (L. Leichner (London) Ltd, 436 Essex Road, London N 1.)

Men's range extended

Cussons have launched a range of men's toiletries to match their Leather soap introduced last summer. The distinctive leather fragrance, with top notes of mint, coriander and jasmine combining with the deeper patchouli, sandalwood and musk, is in each of the new products.

Leather After-shave Cologne (23s) is in a frosted flask encased in a dark green and black holder. The hair dressing (23s) is a modern version of an old formula originally made by Bayleys, court per-

Continued on p 846



New Products: continued from p 845

fumers in the mid-1700's, and separates into two components, requiring to be shaken together before application.

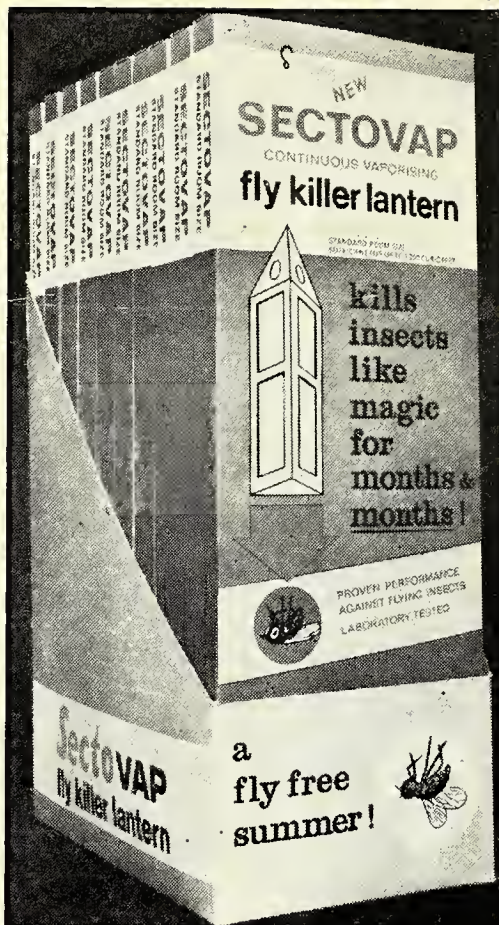
Leather talc (22s) is in a drum-style holder, saddle-stitched in white and the soap is hand polished and wrapped in dark green matching wallet, in one tablet (9s 6d) or box of three (27s 6d).

Three display pieces echoing the high-quality image are a tester unit for the after-shave, a wooden display unit carrying the Leather symbol on a brass rod, and a formed-plastic counter unit with simulated leather backboard. (Cussons Sons & Co Ltd, Kersal Vale, Manchester 7.)

Eye shadow and liner collections

Max Factor's new California Aquapallettes (21s) each bring together in one compact four iridescent and plain water colour eye shadows, two cake eyeliners, and a double-ended brush for application. The colour collections are available in three versions — for blue and grey eyes, for green and hazel eyes, and for brown eyes. The palette is pictured immediately above.

The shadows vary in depth from light for highlighting to dark for shading, and the liners are Hushed Black plus a fashion shade to co-ordinate with the shadows. Each compact has two small wells for water and comes cartoned with a descriptive leaflet and eye make-up suggestions. (Max Factor Ltd, 16 Old Bond Street, London W1X 4BP.)



New look for Vitapointe

The Vitapointe range has been repackaged with the curl-of-hair design introduced with Foam Set last year. Shampoo bottles are dimpled for easy handling, and the colour of the labels—with matching sachets — identifies the hair-type. Cream rinse and conditioner now tone in glossy blue-and-white cartons. Hairspray cans are boldly coloured to identify the Soft Set and Normal Set versions. A new handy size of Soft Set is added. (Vitapointe (UK) Ltd, Derby Road, Loughborough, Leics.)

Photographic

New adapter for Tamron lenses

An adapter to fix the whole range of Tamron Adapter-A-Matic interchangeable lenses to the Exakta camera has now been designed. They will fit the following models: VX 1000, VX500 and Exa 11A. Sole distributors of Tamron lenses in the United Kingdom are Pyser-Britex (Swift) Ltd, Fircroft Way, Edenbridge, Kent.

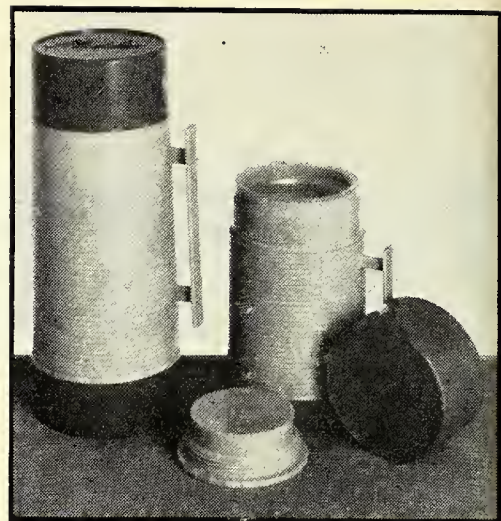
Polaroid coaterless film

Polaroid (UK) Ltd announce the introduction of Type 20C coaterless film for the Swinger camera. Unlike other Polaroid black-and-white Land films Type 20C as its name implies needs no coating. Price is the same as for T20 film which it replaces. Type 20C film has a different development time from Type 20T—a minimum of 30 seconds.

Home brewing

Lager and bitter kits added

Four new kits have been added to the Geordie home-brewing range, bringing the total to seven. The kits are for the



preparation of lager and bitter, each in two sizes. Both are as easy to make as the existing brews for beer and stout, and pack design is the same except for colour.

The bulk of these kits are selling through pharmacies, say the makers. (Viking Brews Ltd. Distributors: Vestric Ltd, Runcorn, Cheshire.)

Sundries

Family napkins

Bowater-Scott have extended their range of consumer disposables with Scott family napkins, single ply paper in a choice of white, pink, turquoise and yellow, with a distinctive texture pattern. (Bowater-Scott Corporation Ltd, Bowater House, Knightsbridge, London SW 1.)

Vacuum ware for food

Aladdin have added a Super food flask to their vacuum range. A unique feature is the polypropylene inner shield which protects the glass vacuum filler, enabling food to be eaten straight from the flask with a metal spoon or fork. Ice cubes can be carried safely.

The polypropylene casing, collar and handle are moulded in one piece for greater durability. Finish is beige and red. Available in 16 fl oz (15s 11d) and 32 fl oz (19s 11d). (Aladdin Industries Ltd, Greenford, Middlesex.)

Long-lasting insecticidal strip

Cupal, who have been manufacturing insecticides for over half a century, claim to have produced the first all-British-made slow-release insecticidal strip. The Sectovap continuous vaporising fly killer lantern (12s 10d) is said to involve an important new technical development for which patents have been sought in many countries.

Sectovap strips retain their effective power for months — a whole summer — to combat both flying and crawling insects, and are claimed harmless to humans and pets when used as directed. Among the insects killed are flies, wasps, moths, mosquitoes, ants, spiders and cockroaches.

The lanterns are packed in outers of 20 units (2 x 10 showboxed units), or an introductory outer containing 10 showboxed units. Display mobiles are available, in addition to supporting advertising. (Cupal Ltd, Blackburn, Lancs.)

Save tax now.

Enjoy a pension later.

If you are self-employed, a Controlling Director, a Partner or in non-pensionable employment, your problem is not only one of comfort and security when you don't want to work any more – or can't – but of *now*, when the tax man cuts a swathe through your income.

The Sun Alliance & London Personal Pension Policy will provide you with a pension, a considerable part of the cost being met by tax savings.

- * You save income tax and surtax on your premiums.
- * Your premiums are invested in a fund which enjoys complete freedom from taxation on its investment income.
- * When you draw your pension you will enjoy tax relief applicable to earned income.

Example: A man of 40 next birthday would pay an estimated net annual amount of only £280 – probably even less if suffering surtax – to secure an estimated net annual pension, including bonuses, of £2,000 from 65.

And here's a useful tip: *there's still time to reduce your 1969-1970 tax bill –*

if you pay your first premium within six months of the final tax assessment.

Other advantages of our Personal Pension Policy are:

1. We can arrange for your pension to begin at any time between the ages of 60 and 70. If you are planning a gradual retirement we can cater for this too.
2. Before the pension commences, you will have an option to provide a pension for your wife should she survive you.
3. You can pay either level annual premiums, or if your income fluctuates – single premiums each year geared to rates then current.

Fill in the coupon for complete details. You'll be glad you did. When you settle your tax demands and when the time comes to take things easy.

Sun Alliance & London Insurance Group,
Bartholomew Lane, London EC2.
Please send me full details of your
Personal Pension Policy.

My age next birthday is _____

Name _____

Address _____



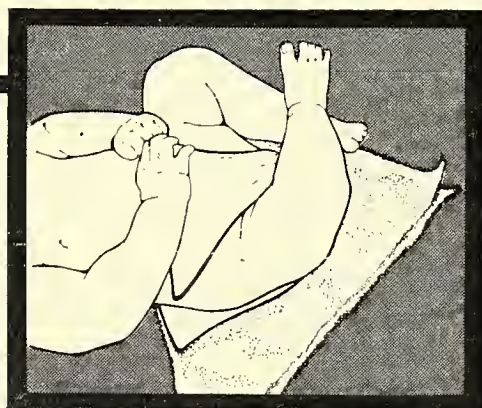
**SUN ALLIANCE
& LONDON**

INSURANCE GROUP

Branch Offices throughout the U.K. CD¹.



—Cos
they help
prevent
nappy
rash



Three sizes
Suggested Retail Price:
Standard (0-5 months) 2 for 5/11.
Large (6-10 months) 2 for 7/11.
Pants (over 10 months) 2 for 8/11.
FULLY GUARANTEED

Marathon

from
**MARATHON KNITWEAR
(Nottingham) LTD.**

Peveril Works, Peveril Street,
Nottingham.

or from your usual wholesaler.

2 million other
mums use the
Marathon dryliners

**MAKE SURE YOUR STOCKS
ARE AVAILABLE**

Help babies combat nappy rash and baby's discomfort with the Marathon Dry Liner, the special one-way nappy. The Marathon dry liner fits inside baby's regular nappy, whether terry or disposable. Being non-absorbent urine passes through to the outer nappy, thus keeping baby dry and comfortable.

WRITE FOR FREE LEAFLET

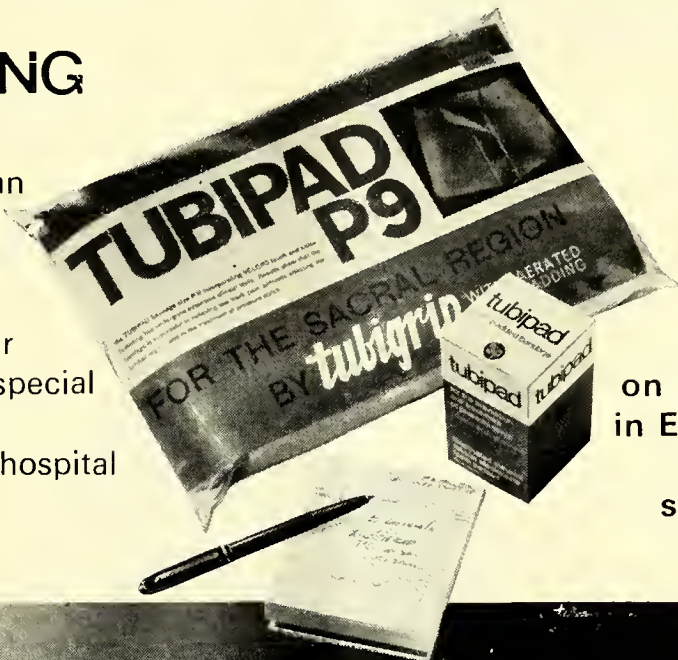
Seton Tubipad

the ideal range of pressure relief-bandages

ARE NOW BEING PRESCRIBED

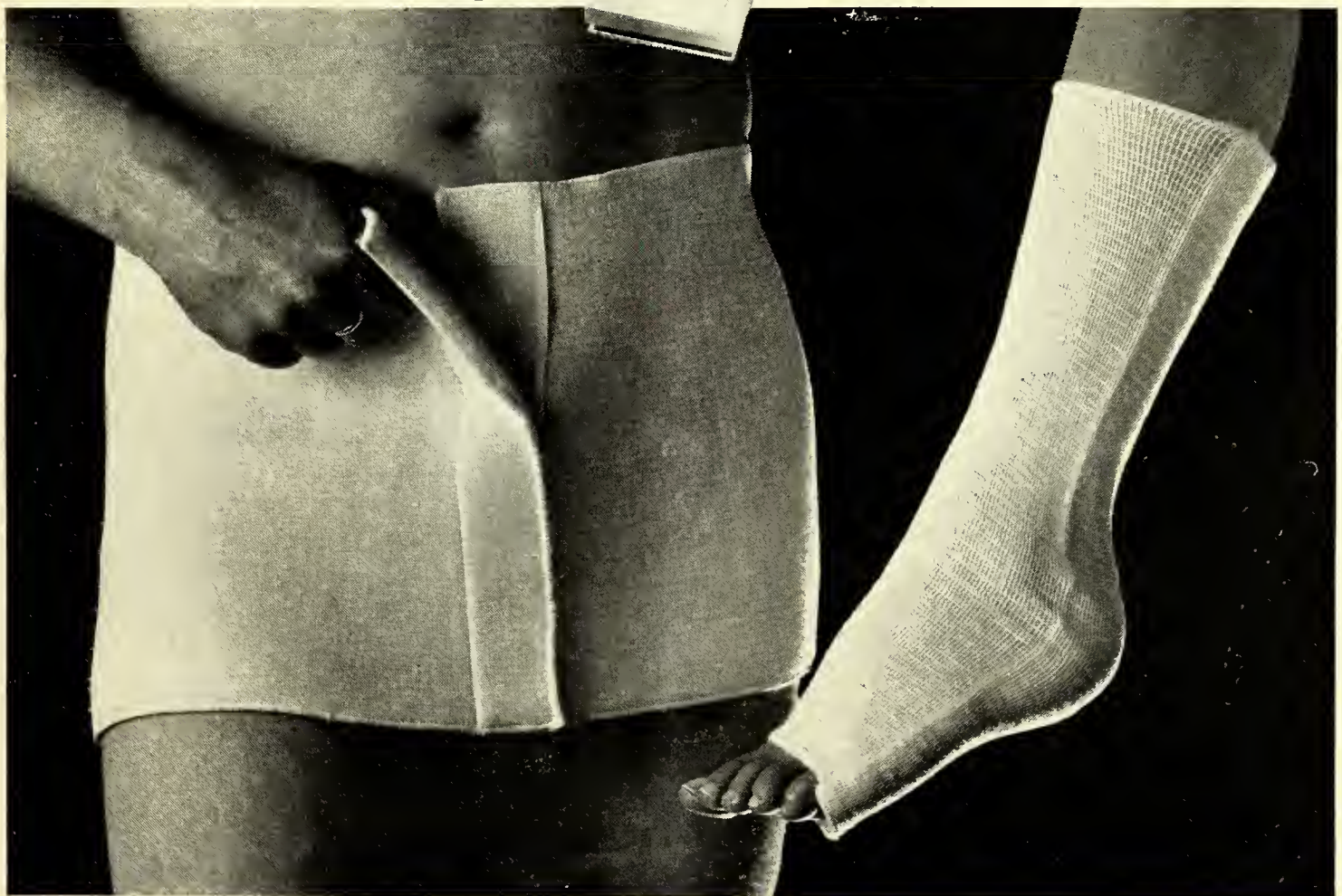
From 1st June, doctors can prescribe TUBIPADS — the highly-effective combination of Tubigrip elasticated surgical tubular stockinette bandage and special foam padding.

TUBIPADS have been in hospital use for 10 years,



for the prevention and treatment of pressure sores on heels and elbows; and the larger TUBIPAD Sacral Bandage, for the prevention of pressure sores on the buttocks.

Now that TUBIPADS are on regular NHS prescription in England and Wales, it will be to your advantage to stock the complete range.



For full, descriptive information, sizes, packs and prices, write to:

B-J BATEMAN-JACKSON

Tubiton House, Medlock Street, Oldham, Lancashire. Telephone: 061-652 2222 (5 lines) Telegrams: 'Tubiton' Oldham.

World distributors of specialised surgical dressings and appliances. A Member of the **Seton** Group

DEODORANTS: GREAT PROSPECTS FOR THE FUTURE

by A. F. L. Deeson, MA, PhD, DSc



If you think of deodorants as relatively new it may come as a surprise to know that the first branded product—Mum—was introduced in the United States as long ago as 1881. Today about 250 million deodorant units are sold annually at a retail value of not far short of £100 million and it is estimated that about 93 per cent of all women and 77 per cent of all men in America regularly use these products.

Compared with these figures the United Kingdom still has a long way to go—in 1967 only 69 per cent of all women and 35 per cent of all men regularly used deodorants. But even so that 69 per cent had increased from a mere 39 per cent in 1960 and among men the leap was even more dramatic—from an estimated 5 per cent ten years ago. The Odhams *Cosmetics Survey* for 1967 found regular usage more common in the ABC1 classes and in London and the South East. Usage “yesterday” was 80 per cent for the 15-24 age group but only 28 per cent for 55-65 year olds.

For 1967 the *IPC Marketing Manual of the United Kingdom* suggested a realistic estimate of the value of this market as “about £5-6 million”—perhaps about 28 million units. But manufacturers are forecasting that the 1970 market will be closer to £10½ million or 37 million units—and £2-£2½ million could be for all-male deodorants.

Part of this monetary increase is of course due to the rise in purchase tax to a punitive 55 per cent and the increased unitary value of aerosols (of which more in a moment), but the unit figures themselves indicate the possibility of a big leap forward in this market. Undoubtedly the increase in purchase tax knocked this growing market badly but there are strong indications that these effects have now worn off and prospects are once more extremely favourable. Be sure you take advantage of this anticipated trend!

Chemists' strength

At present chemists are in a fairly strong position in the deodorant field. Leading manufacturers give them (including Boots) 70-75 per cent of the existing market—but all expect aggressive action by the supermarkets to increase their share in the future. It is sad to note that in the US foodstores account for 47 per cent of dollar sales against chemists' 39 per cent and mass merchandisers' 14 per cent.

In Britain 99 per cent of all chemists currently stock deodorants as against only 15 per cent of grocers and similar food outlets which account for about 4 per cent of cash sales. It would be a great pity if the chemist lost the initiative in a market which has so many potentials for expansion.

As always, you face a product multiplication problem but perhaps the best way is to concentrate on the higher-priced units—the aerosols—and to become more actively involved in new product promotions which are likely to gain in vigour during the next twelve months. Also, it is always a thought to give special sup-

port to manufacturers who confine their sales to chemists.

Undoubtedly aerosols offer the fastest growth potential in the total deodorant market and there are very good reasons for chemists to put the weight of their support behind this type of pack.

In 1967, aerosols, which got off to a slowish start in 1964, accounted for about 15-18 per cent of the total market, whereas in 1970 they will conservatively reach 30 per cent (40 per cent in value) and one independent marketing consultant believes they will reach 50 per cent by the end of 1971 (about 65 per cent in value). The first breakthrough in the aerosol market came about with the introduction of the 4 oz Sure deodorant from Gibbs, which was about 1s 6d less than anything previously offered in this category.

The British Aerosol Manufacturers Report for 1968 shows that estimated fillings of aerosols for personal deodorants rose from 2.5 million units in 1965 to 12.5 million in 1968. The “roll-on” market stays fairly firm against aerosol competition and probably sticks and squeeze sprays are suffering most. In the US nearly 60 per cent of deodorant sales are of aerosols, leaving creams and roll-ons less than 30 per cent. And they are continuing to erode the more traditional market at the rate of 3-4 per cent.

Aerosol appeal

There is one other important factor in favour of aerosols—as one manufacturer put it to me, they are “unisex”. He meant, rightly, that an aerosol can be used by a whole family, whereas a roll-on deodorant or a stick tends to be personal. Gillette's Right Guard, the brand leader aerosol, has bridged the gap between men and women's deodorants by effective promotion as “the modern deodorant for all the family”. In the late summer of 1967 Odhams found Right Guard with only 3 per cent of the total market and it is this advertising platform which has pushed up sales to their present highly satisfactory altitude.

One problem for both manufacturers and chemists is to break down the seasonal aspect to the market, which is still strong in this country. Manufacturers tend to concentrate their programmes too heavily during the summer and around Christmas. Of course these are the times when merchandising units should be prominently used, but displays should continue all the year round and on aerosols it is worth considering reducing prices in the off-peak seasons because with these packs you have the profit margin available. Such promotions should bring dividends. It's also worth shopping around the wholesalers to see what they can offer.

Generally, advertising for the whole market is at present at an advertising/sales ratio equivalent to 10 per cent of total sales. Probably the maximum spent by any one manufacturer is in the order of £230,000 a year—the amount spent by Gillette (Right Guard) during 1969. In that year a total of £1,200,000 was laid out on advertising, including Gibbs

(Sure) £160,000; Beecham (Cool Charm) £124,000; and Bristol-Myers (Mum) £87,000—but these figures do not necessarily indicate the levels for 1970. In every case the weight of this advertising went into TV and several, in fact, concentrated the whole of their budget in this direction. But promotions generally seem to centre on reduced price offers and while these are most important in this particular market, they could, perhaps, be more imaginative.

I mentioned earlier the ever-present problem of product variety, especially for the chemist operating with limited space, and suggested that aerosol anti-perspirants offer the best return for promotion. However, the picture of the total market would be biased if I did not point out that at the present time probably 40-50 per cent of all women using deodorants use a roll-on, with 30 per cent a spray and 30 per cent aerosols, the remainder being divided between sticks and creams etc. Undoubtedly aerosols have already gained a large part of the sale market, variously estimated at between 35 per cent and 50 per cent. On the subject of fragmentation, there are something like 275 different brands currently available in the UK plus nearly 50 vaginal deodorants, manufactured by about 100 different companies—so selectivity is obviously of prime importance. (Women's intimate deodorants are now establishing themselves very strongly in the US but only 9 per cent of British women use them.)

In 1968 the IPC Cosmetics Survey showed these percentages of brands last used: Mum, 21 per cent; Body Mist, 15 per cent; Sure, 13 per cent; Avon, 12 per cent; Odo-Ro-No, 5 per cent; Cool Charm, 4 per cent; Right Guard, 3 per cent; Amplex, 3 per cent; Max Factor, Yardley and Arrid, 2 per cent; other brands, 16 per cent and “unknown,” 2 per cent.

Market shares

For 1969 the same source showed the percentages as: Mum, 18 per cent; Body Mist, 15 per cent; Sure, 14 per cent; Avon, 11 per cent; Cool Charm, 8 per cent; Odo-Ro-No, 4 per cent; Right Guard, 4 per cent; Yardley, 2 per cent; Max Factor, Arrid, etc, 2 per cent; other brands, 11 per cent; “unknown”, 1 per cent.

One source currently indicates these leaders: *Roll-ons*, Mum (Bristol-Myers) and Sure (Gibbs); *Aerosols*, Right Guard (Gillette), Body Mist (Beecham) and Sure, *Plastic Sprays*, Body Mist and Sure.

Overall, another source suggests Sure, Mum, Body Mist and Right Guard as brand leaders, but on the weight of evidence collected from other directions it seems unlikely that Sure has in fact overtaken Mum. In the male field Right Guard is said to be very popular although the Old Spice range are brand leaders.

How far and in how much detail the UK market will follow the experiences of the US remains to be seen, but increasingly in this country deodorants are becoming as much toilet requirements as soap or toothpaste.

SELLING A PHARMACY CALLS FOR EXPERTISE

by Experto Crede

Recent trends and events have highlighted the economic difficulties with which pharmacists are faced, and various factors have already resulted in the closure of a number of businesses. Such events are also having a marked effect on sales.

It is not an easy task in these days to sell a pharmacy without expertise, for cash, and there are two main reasons for this. The first one is that any pharmacist is able to earn at least £2,000 per annum in a post, and very often living accommodation is also supplied, while in some cases there is commission provided to increase the remuneration. In others there are such things as superannuation benefits for which the employer pays.

It is therefore fair to say that an experienced and ambitious manager can make £2,500 per annum, and in larger businesses even more.

The second reason is the scarcity of liquid capital and the high interest rates which apply, even when loans can be arranged. These difficulties, which are having a serious effect on the value which pharmacies can now command, are not subjects for everyday discussion in pharmacy and therefore vendors do not realise them until they call for advice on the goodwill figure they may expect to receive.

It is quite easy in these days to invest capital to show a 10 per cent return, without taking any undue risk at all, so that a business making less than £3,000 per annum net profit is virtually worthless as far as goodwill is concerned from an accountancy point of view. The value of the stock and fixtures alone in such a pharmacy is sometimes quite large, and upon their total value, the purchaser, as an investor, could obtain a 10 per cent return if he invested his money in some very safe shares on the Stock Exchange, or, alternatively, in freehold business property.

Let us take a case of a business making say £4,000 per annum net profit. Such a business would probably be taking about £25,000 per annum, and stock would probably be worth at least £5,000 (more, possibly if expensive toiletry agencies were involved). Fixtures and fittings might be old and therefore have been written down for accountancy purposes to a nominal sum, although they might include such expensive items as cash registers and personal weighing machines.

When valued for sale purposes, the vendor will naturally expect to obtain an *in situ* sum of money which is higher than the book figure.

Alternatively, there may have been some

refitting and it would not be surprising to find that fixtures, fittings and equipment totalled £1,000, bringing the asset value to £6,000.

Upon this £6,000, an investor could obtain a return of £600, so that this sum has to be deducted from the £4,000 notional net profit referred to above, leaving £3,400. Bearing in mind that a pharmacist can earn at least £2,000 per annum, this leaves his net profit at £1,400, which is subject to income tax deduction, of course.

This leaves him with about £900 net maximum over his earning capacity, and in order to be able to recoup the money he had paid for the stock and fixtures alone, ie, £6,000, it would take him nearly seven years, apart from recouping any money which he invested in respect of the goodwill.

As leases expire at the present time, rents are increasing considerably and in many instances they are being multiplied by 250 per cent or even more. The position of the smaller business is thus far from secure, but in larger concerns different criteria apply.

Obviously, vendors are well advised to take professional advice concerning the value of their businesses before offering them privately or through an agent, and it is unwise to accept theoretical prices from inexperienced advisers, for the real value of any business is exactly the amount of money that it will fetch in the open market.

There are, of course, some multiple firms who are still increasing the number of businesses they control, but they are very few and probably the market for the sale of chemist businesses at the present time is as difficult as it has been, probably at any time during the last thirty years.

A note of warning: if instructing an agent, make certain whether or not you give the agent a sole agency or sole selling rights.

If you give an agent a sole agency, all this precludes you from doing is from instructing another agent to offer your business while the first agent holds the sole agency, and vendors are wise, if giving a sole agency, to make this for a limited period of, say, three months from the date the original instructions are given.

If you are requested to give sole selling rights, you would be very well advised to consult your solicitors if you do not accept the advice contained in this article, for the granting of sole selling rights to

an agent means precisely this: Whoever sells the business, whether it is the agent appointed, yourself, a traveller or a representative to whom you may have mentioned the business, you have to put the sale through the agent who is given sole selling rights and in many quarters this is considered to be unwise, even if that agent promises not to charge you the full commission in the event of business resulting.

Agents' commissions are, of course, quite extensive, and the reason for this is not that they are generally very wealthy men, but that they are prepared to take the risk of doing much of their work for little or no remuneration and, therefore, in the agency world it is considered unethical for agents to ask for sole selling rights and unwise for vendors to grant them.



FOR SALE



The bare facts are enough... Body Mist is the most successful deodorant of them all.

**Body Mist is now
being supported by
the most unusual
and exciting
deodorant advertising
ever.**

Order your profits NOW!

**Available in aerosols
and squeeze packs.**



Hey, who's supporting who around here?

A girl likes to look her best. Even if she does have varicose veins.

And Lastolita foundation stockings can help. Lastolita do much the same job as other good lightweight elastic yarn stockings conforming to specifications. Yet they look more like fashion stockings. Women know the Lastolita message well. And our national advertising programme will continue to tell them. So when you stock Lastolita, you can be sure of the demand. A demand that will be well matched by our quick, reliable delivery service. And we give you exceptional trade terms for quantities of six or more pairs. Plus a no quibble guarantee. You give your customers all the support they need. And we do the same for you with our newly designed space-saving display aids. For further details have a word with your Lastonet representative or contact the address below.



**Postage still FREE
on all orders**

Lastolita

The good looking foundation stocking.
Lastonet Products Ltd., Redruth, Cornwall.

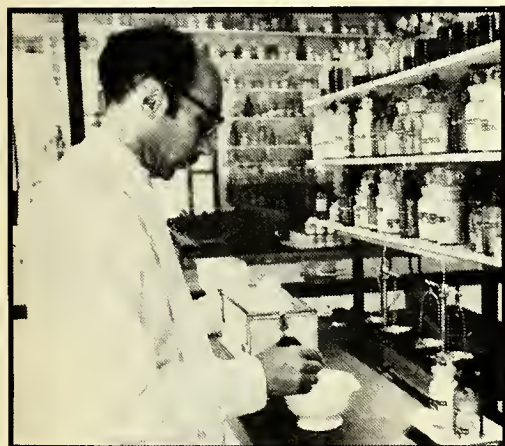
Developing Anglo-Spanish relations in pharmacy

Closer ties between pharmacists in the United Kingdom and Spain were established as a result of the Institute of Pharmacy Management's study-tour to Barcelona last week. The first visit was on Monday to the faculty of pharmacy, University of Barcelona which accommodates 1,400 students including 450 in their first year. About 200 students are expected to complete the five-year course at the end of this term.

Students work six days a week and pay £25 a year in fees excluding books; if they stay in the halls of residence it costs £30 a month. Scholarships are available.

A new law is expected in a matter of weeks which will allow the faculty to reorganise the courses and the authorities intend to do this to bring them into line with those in Common Market countries. Two pharmacies were visited next, the first being the *Pharmacia Arderiu* in the centre of Barcelona. Its premises were modified two years previously to give it a "professional" atmosphere.

Inside the "hall" the public could purchase "non-ethical" products and when an "ethical" was required, or information on a medicine, the customer was shown into an adjoining room with a pharmacist in attendance.



Mr J. M. Arderiu at work in his pharmacy

The number of prescriptions dealt with daily was difficult to ascertain since so many items like antibiotics did not require a prescription.

Tablets such as phenobarbitone and prednisone were made on the premises for their own prescriptions and for some hospitals. Rota duties included one 24-hour session in every three weeks.

The second pharmacy, *Farmacia Maragall* stocked a wide range of goods such as hair preparations, hygiene and baby products which were displayed almost on a self-service style.

The *Colegio Oficial de Farmaceuticos* of Barcelona has similar functions on a provincial scale to the Pharmaceutical Society in Britain. Their headquarters, visited on Wednesday, house a library (currently being moved to a larger room), laboratories for members' use and a fine lecture theatre in which are held at least four meetings a year, starting at 10 pm and continuing to 3 am. The late starting time is to permit those pharmacists outside Barcelona to make the journey after closing time.

The Hospital de la Santa Cruz y San Pablo, visited afterwards, is a series of buildings each housing a speciality unit. All the medicines for each unit were supplied by the central pharmacy on an individual basis (no ward stocks) and had to be paid for. There were two pharmacists employed, together with auxiliary staff.

The manufacturing concern visited, *Dr Andreu SA*, produced a large variety of human and veterinary products typical of Spanish medicine.

The firm had grown out of a large pharmacy established 104 years ago and was still family owned.

The final visit was to the wholesaler, *Federacion Farmaceutica Barcelona*, a co-operative buyer for 1,400 pharmacist-members. It provided an all-night service for urgent medicines. Deliveries were twice daily in the urban areas. Stock was around £1m and a newly-installed computer was expected to afford better stock control than in the past.

Conference papers

At the first session of the conference held at the study-tour's hotel in Calella, Costa Dorada, Professor J. M. Rowson set the scene for the tour by presenting a paper on the history of Spanish pharmacy.

He said that although the Arabic influence had had a terrific impact on world pharmacy it had little effect on the profession in Spain. Pharmacy was separated from medicine in the 13th century. In 1441 a college of pharmacists was established. Apprenticeship lasted six years (eight years from 1512) and minimum age at examination was 24.

Colleges in Madrid and Barcelona were incorporated as faculties of pharmacy in the respective universities in 1845.

Registration to practise was compulsory from 1898 when *Colegios* were established in each of the 52 provinces.

At a later session of the conference, Mr P. E. Stedman spoke on "Human relations in pharmacy." He said nowadays the education of the young pharmacist was in such danger of becoming over-academic and over-theoretical that some may even come to despise their own subject except as a parade ground for mathematical exercise. The degree was neither the overture to experience nor the apprenticeship to practice.

Mr Stedman went on to say that the industrial and commercial world was changing so rapidly that a manager's needs for today may be quite different from those of tomorrow. The first aim must be to launch the postgraduate student upon a continuing self development, by learning to question his own perceptions.

The practising pharmacist, he said, had



A "practicante" dispensing in the hospital pharmacy

to be aware of what was in production now but he was frequently asked for many old things and will be for many years to come no matter what the opinion of the "fashionable pundits whose reign is often short, vociferous, and tainted with commercial nepotism or academic ambition."

In an attempt to discover what the public image of the chemist is (the man not the shop) the speaker interviewed a cross section of the people — some 40 in all. The results showed that "the pharmacist is not only important to the community, he is essential and is expected to be always available not necessarily in his open shop."

It seems most people go to see the pharmacist for free advice. "It is sufficient for him to gain the confidence of his customers to whom he will sell profitable goods. The doctor, the pharmacist, and the nurse ought to be dedicated people above such matters as charge."

Mr G. E. Vale asked how long must the pharmacist be expected to supply free advice. Mr C. Stevens maintained that the sooner a charge was made by the pharmacist for such services the sooner would the pharmacist be valued by the public.

Mr Jensen did not agree. He said that the time devoted by a pharmacist to giving advice was only a small percentage of the whole. Such service was often recompensed later by custom.

A paper read by Mr H. W. Tomski was reported in last week's issue (page 797).

Five-minute reports on the study tour were given at the closing session on Thursday. They were provided by Professor Rowson (on the Faculty); Mr S. Durham (retail); Mr M. J. Bran (Colegio); Mrs J. F. Knowles (hospital); Mr Stevens (industry) and Mr Vale (wholesale).



Holiday time means Marzine

With long summer weekends and holidays ahead, it's time to order more MARZINE*. Our lively new advertisements are already appearing in the mass circulating Daily Mail, Daily Express, Daily Mirror, Daily Sketch, Daily Telegraph and the Scottish Daily Record. They'll continue throughout the holiday season, reminding more and more people that MARZINE protects the whole family from travel sickness. So stock MARZINE now. Retail price 3/- per tube of 10 tablets.

*TRADE MARK

Time to profit-June 8 to August 31 extra bonus
by-the-dozen!

13 to the dozen on all orders of 3 dozen or over. 5 dozen or more tubes of Marzine sent carriage paid.

Marzine
stops travel sickness

BURROUGHS WELLCOME & CO. (The Wellcome Foundation Ltd.) DARTFORD, KENT.



TRADE NEWS

Flavours distinguished

To avoid confusion with their fruit flavour variety, Trentham Laboratories have put chocolate Slim Disks in a new carton and display outer using brown identification on the carton tops and borders of the outer to contrast with the gold of the sister product. The words "chocolate flavour" also appear beneath the name. (Trentham Laboratories (Nottingham) Ltd, Easthorpe House, Loughborough Road, Ruddington, Nottingham NG11 6LW.)

Pack identification for Lil-lets

Lilia-White are introducing new identification for Lil-lets to give the product a more modern and feminine appearance. It will be identical for all three absorbency sizes on both 10 and 20 cartons but using gold for regular, green for super and maroon for super plus. (Lilia-White (Sales) Ltd, Charford Mills, Birmingham, 8.)

Kodak self-selection packs

Kodak Ltd are now supplying Verichrome Pan film (12-exposure) and Kodacolor-X film (12 and 20 exposures) in 126 size attached to individual display cards that can be hung on a display rack. The Instamatic 25 camera will also be available in carded bubble pack for display alongside the films.

Both films and camera retail at the same price as their non-carded counterparts. Kodak say the new merchandising method should prove of great value to photographic retailers and particularly to those such as chemists who are moving to self-selection retailing.

In America sales of carded photographic products have increased ten times in the past two years. (Kodak Ltd, Kodak House, Kingsway, London WC 2.)



Cannon's distributor in Eire

Cannon Rubber Manufacturers Ltd, Ashley Road, Tottenham, London N 17, have appointed as exclusive distributor for their range of baby products, bathing caps, and branded hot water bottles, for the Republic of Ireland, Mr E. Bodkin, 40 Ballygall Road East, Glasnevin, Dublin 11.

Lanoxin now coded

Lanoxin brand digoxin tablets are now being issued as coded tablets. Burroughs Wellcome and Co, Temple Hill, Dartford, Kent, emphasise that apart from the change in surface design the product is unaltered in price or formulation.

New dosage formulation

Distivit elixir is being supplied in a new dose formulation containing 20 mcg per 5 ml. (to replace 20 mcg per 3.5 ml). Pack

sizes have been modified slightly to conform to metric requirements and are now 115 ml (3s) and 1,000 ml (22s). (Dista Products Ltd, Fleming Road, Speke, Liverpool L24 9LN.)

New presentation

Ultralanum ointment is now available in a 300-g jar presentation (ointment plain 180s 10d; ointment 189s 5d). (Schering Chemicals Ltd, Victoria Way, Burgess Hill, Sussex.)

MDS product code

Merck Sharp & Dohme Ltd, Hoddesdon, Hertfordshire, advise that they are marking Sulfathalidine tablets with the code MSD 512.

Pifco move headquarters

Pifco Ltd have moved their headquarters to Princess Street, Failsworth, Manchester M35 0HS, bringing under one roof administration offices, warehousing, distribution and service.

Bonus offers

Macdonald & Son, Portland Mill, Ashton-under-Lyne, Lancs. Certor surgical dressings. £10 orders 10 per cent discount; £15 orders 12½ per cent discount; £20 orders 15 per cent discount. Household cotton wool with above £10 order, 16 oz invoiced at 36s, 8 oz at 19s 10d; with £15 order 16 oz at 35s, 8 oz at 19s 3d; with £20 order 16 oz at 34s, 8 oz at 18s 8d (all doz rates) 16 oz supplied only in cases of 2 doz, 8 oz in cases of 3 doz. Till July 10. E. C. De Witt & Co Ltd, Seymour Road, London E 10. No-rash antiseptic cream. 13 invoiced as 12 on orders of one dozen; 14 invoiced as 12 on orders of two dozen or more. Until July 25.

NOTES ON NEW MEDICAMENTS

Questran

This product contains cholestyramine, which is a synthetic anion exchange resin, containing quaternary ammonium functional groups linked to a styrene-divinyl benzene co-polymer. Cholestyramine has a marked ability to take up bile acids, and when given orally can capture the acids as they are secreted into the intestine, the resin-bile-acid complex eventually being excreted in the faeces.

The normal re-absorption of bile acids in the intestine is thus inhibited, and as they are formed in the liver by the oxidation of cholesterol, the body reserves of cholesterol are drawn upon to replace the unabsorbed bile acids. Blood levels of both cholesterol and bile acids slowly fall and cholestyramine is therefore used therapeutically to lower abnormally high blood levels of cholesterol.

It is also of value in the pruritus associated with partial biliary obstruction. In such a condition the blood level of the bile acids rises considerably, and may

cause a severe pruritus, possibly due to deposition of bile acids in the tissues. The pruritus is not easily relieved by conventional therapy, and cholestyramine offers a new approach.

Symmetril

Amantadine (1-amino-tricyclic-decane). This compound was originally investigated as an antiviral agent for the treatment and prophylaxis of influenza, and during a clinical trial a patient with Parkinson's disease noted a general improvement in condition.

Further work with the drug, and a comparison with placebos, clearly showed that in some cases amantadine improved mobility and balance, and decreased tremor and rigidity. The type of response is similar to that seen after L-dopa treatment, and has led to the speculation that both drugs may have a similar action.

Amantadine is effective in much lower doses than L-dopa, and has fewer side-effects. Many amines have some central activity, but whether amantadine acts upon those areas of the central nervous system in which dopamine acts as a neuro-transmitter has yet to be discovered, but its use in Parkinsonism marks a definite advance in the treatment of this hitherto intractable disease.

PROMOTIONS

Dentu-creme sample free with Kent denture brush

Two well-known names in oral hygiene are combining to provide a carded consumer sampling promotion.

G. B. Kent's K45 quick-clean denture brush (3s) is being supplied, for a limited period, in a special bubble pack providing a small but worthwhile free sample of Dentu-creme toothpaste for cleaning false teeth. Both manufacturers expect to increase sales with this promotion.

A special Dentu-creme crowner is available to fit the standard Kent counter display unit. Both may be ordered using the coupon on p 865. (G. B. Kent & Sons Ltd, 24 Old Bond Street, London W 1.)

Merchandise pack for Lil-lets

Until June 19, Lilia-White are offering a counter merchandise dispenser for Lil-lets, holding 6 packs each, of regular 10's, super 10's, super plus 10's, regular 20's, super 20's and super plus 20's. The pack carries a no-limit bonus of 2s per case.

Up to the same date, an additional bonus of 2s per case is offered to customers increasing their last order for normal pack Lil-lets. (Lilia-White (Sales) Ltd, Charford Mills, Birmingham 8.)

Hair cutter on television

The Comet 4-in-1 safety hair cutter, now being distributed nationally, is currently being supported by a television campaign in all areas with over 700 spots, each of 30 seconds.

The campaign runs until the end of August, but Greater London will benefit from additional bus-side advertisements for two months beginning in June. Display material includes a linking crowner incorporating the legend "You've seen it in action on TV" is available. (Comet Products UK Ltd, 7 Harley Street, London W1N 2DD.)

Sales-maker retailer competition

A new competition for chemist retailers launched by White Laboratories is a development of the "mystery shopper" idea in that every retail account will be code numbered for possible random selection by computer.

A merchandising book, the "Sales Maker," containing press-out board display units plus a competition draw, will be sent to retailers for Cushiongrip, Rinstead and Meggezons. With each product a draw will take place once a week for eight weeks. Each week five retailers will be selected at random by the computer and the five potential winners will then be visited by White's representatives. If they are found to have two or more items from the current book on display they will qualify for a prize worth £10.

Additionally each month an extra draw will take place for a £50 prize from among



the total number of retailers — two £50 prizes being offered for each product.

The three display books will be distributed at intervals from May to September and the competition will then run from the end of May to the middle of November. National advertising and a 2s.-off Cushiongrip should assist sales. (White Laboratories Ltd, Penarth Street, London, SE 15.)

Sunburn test by World Cup team

Sylvasun vitaminised tablets are being taken by each member of the England World Cup-Football team, at the recommendation of their medical adviser. Sylvasun operates by "building up the body's vitamin A and calcium resources, equipping the system to fight against over-production of vitamin D, a natural hazard of too much exposure to the sun."

The product's effectiveness will be evaluated at the conclusion of the tour. (Intec Proprietaries UK Ltd, Crown House, London Road, Morden, Surrey.)

New TV campaign for Phensic

The new national television campaign for Phensic follows a two-year research programme into the psychology and attitudes of analgesic consumers of both sexes throughout Britain. It exploits Phensic's "having more active ingredient than any other leading analgesic" and is based on its being 'the powerful way to stop pain.'

The campaign is on all stations using 30-second spots. (Beecham Proprietary Medicines, St Helens, Lancs.)

Promotion stickers for lanolin cream

New circular stickers are available for Vilan lanolin cream. The legend is "For a smoother lovelier skin use Vi-lan lanolin cream. Buy yours here." (Thornton & Ross Ltd, Linthwaite, Huddersfield, HD7 SQH.)



This two-shelf counter unit is one of two new display stands for Thermos vacuum ware. The other unit is floor-standing with four shelves. (Thermos Ltd, Ongar Road, Brentwood, Essex)

Kodak Motor Racing at Thruxton

For the second year running, Kodak are sponsoring a motor race meeting at Thruxton. It will take place on Sunday, August 9 and will include a formula 5000 race, qualifying for the national championships — the first time this type of car has appeared at Thruxton.

Amateur photographers will have special facilities at the meeting — access to camera galleries and for lucky draw winners, access to the starting grid or the control tower or a free flight over the circuit during racing — but passes must be obtained in advance from the British Automobile Racing Club, Sutherland House, 5 Argyll Street, London W 1.

Kodak are also running film shows and a nursery for children, plus promotions, side attractions and a "Focus on Thruxton" photographic competition. (Kodak Ltd, Kingsway, London WC 1.)

ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands

Anadin: Ln, WW, So, NE, A, U, We, CI
Askit: Sc, B, G

Bisodol: So, U

Breck shampoo: All except E

Comet hair cutter: M, So, NE, A

Cool Charm: All except E

Dettol: All except M, Sc, G, E, CI

Disprin: Ln, Lc, Y, Sc, WW, NE, A, B, G

Fynnon Spa: Ln, M, Lc, WW, So, A, We

Immac: All except Ln, E

Iron Jelloids: Ln, M, Lc, Y, Sc, WW, So, NE

Old Spice: All areas

Phensic: All except E

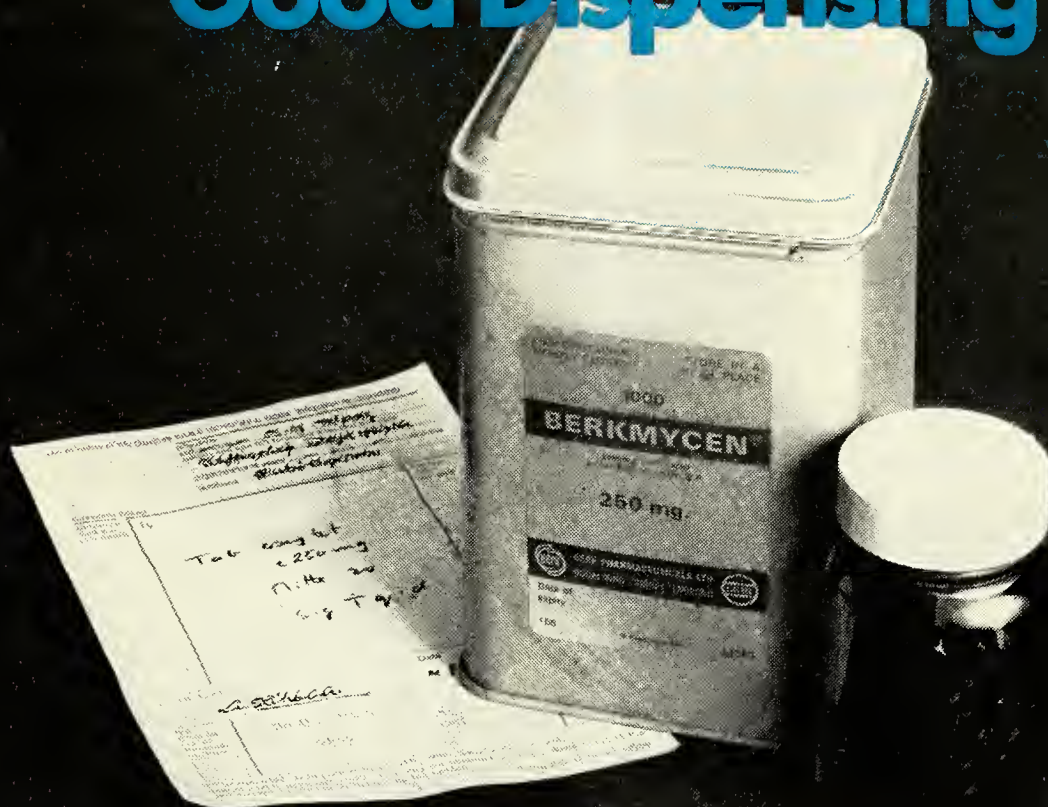
Phyllosan: WW

Steradent: Sc, We, B, G

Yeastvite: All except CI, E

Zero panties: Ln, M, Lc, So

Good Dispensing



Good Business

Both by professional and business standards BERK Economy Brands are the best choice for "open" prescriptions.

All are made with the same care as the specialities upon which our reputation is firmly based, yet prices are remarkably low.

When you need standard preparations to meet "open" prescriptions, the brands named below will give you the best possible value for money, including the assurance of quality upon which our name depends.

Approved Name	Berk Brand Name	Presentation	Packs
Bendrofluazide	BERKOZIDE®	Tabs 2.5 mg & 5 mg	100 & 1000
Erythromycin	ERYCEN*	Tabs 250 mg	100 & 500
Imipramine	BERKOMINE®	Tabs 10 mg Tabs 25 mg	250 & 1000 200 & 1000
Nitrofurantoin	BERKFURIN®	Tabs 50 mg & 100 mg	100 & 1000
Oxytetracycline	BERKMYCEN®	Tabs & Caps 250 mg Syrup 125 mg/5 ml	100 & 1000 500 ml
Penicillin V	ECONOPEN® V	Tabs 125 mg & 250 mg	100 & 500
Phenylbutazone	FLEXAZONE®	Tabs 100 mg Tabs 200 mg	250 & 1000 250
Quinidine sulphate	AURIQUIN*	Tabs 200 mg & 300 mg	100 & 500
Tetracycline	TETRACHEL*	Tabs 250 mg Caps 250 mg Syrup 125 mg/ml	100 & 1000 100 & 500 500 ml

Further details available on request



BERK PHARMACEUTICALS LIMITED · GODALMING & SHALFORD · SURREY

*Trade Mark ® Reord. Trade Mark

L3043

By popular demand Christmas will be re

Last Christmas, the Swinger II Set was our biggest seller. And since it's nice to be popular any time of the year, we're bringing it back for the summer.

The set includes the Swinger II, a flash gun, 5 flash bulbs, and 2 rolls of film. Nothing new. Just everything needed to make black and white pictures in a few seconds.

What is new is the price. At £9.7.2*, we've come down a few bob.

Of course, we can't bring back our best salesman, Santa Claus.

But we can replace him. With £150,000 of TV and press advertising.

Polaroid Instant Cameras.



WEEKLY CHANGES AND ADDITIONS

June Quarterly Price List

de prices and purchase tax figures are given per dozen. Bold upright figures (2 9) in the retail column indicate the price is subject to retail
e maintenance. Italic figures (2 9) is manufacturers recommended price. Light upright figures (2 9) is a suggested guide.
Price Advanced. R=Price Reduced. ●=New entry. D=Delete. C=Correction. /=Insert.

	Trade	Tax	Retail		Trade	Tax	Retail		Trade	Tax	Retail
ptoplast (339 CG)				hair setting lotion 21	—	—	— D	Cannon (224 Cannon)			
ressing first aid M295	16 10	—	2 0	shampoo lacquer	—	—	— D	hot water bottles			
washable M296	16 10	—	2 0	removing	—	—	— D	111	5 8ea	—	8 6
M207	9 6ea	—	13 5	witch hazel tonic 35	—	—	— D	222	6 0ea	—	9 0
5 pieces asst. M96	10 9ea	—	15 0	Asahi Pentax (1027 Rank)	—	—	1999 7	333	6 4ea	—	9 6
00 pieces asst. M284	9 10ea	—	13 10	camera 5L	—	—	—	444	5 10ea	—	8 9
25 pieces asst. M95	12 6ea	—	17 4	Bain Nouveau (624 Houbigant)	—	—	—	555	6 0ea	—	9 0
50 pieces asst. M304	9 0ea	—	12 8	bath oil spray 3741	—	—	30 0	666	6 6ea	—	9 9
ecies				body lotion 3771	—	—	49 6	888	10 8ea	—	16 0
50 × 3 × 3 M304L	10 10ea	—	15 2	body powder mist	—	—	—	999	6 2ea	—	9 3
50 × 3 × 1½ M304S	6 0ea	—	8 6	3733	—	—	17 6	baby cot size	5 0ea	—	7 6
50 × 3 × 2½ M304M	9 0ea	—	12 8	Cologne friction 3729	—	—	25 0	Babysafe	5 10ea	—	8 9
land dressings				3727	—	—	45 0	Dolphin	6 0ea	—	9 0
50 × 3 × 1½ M97	9 7ea	—	13 4	3728	—	—	76 0	Fleur de Lis	8 4ea	—	12 6
0 × 3 × 2½ M98	8 8ea	—	12 2	creme de Bain	—	—	—	Noah's Ark series	9 4ea	—	14 0
00 × 3 × 3 M99	8 8ea	—	12 2	Nouveau 3746	—	—	49 6	Radiator	8 8ea	—	12 6
individually wrapped				dusting powder 3734	—	—	49 6	Royal Scot	10 8ea	—	16 0
M371	26 3	—	3 1	foamy milk bath	—	—	—	Superb	7 4ea	—	11 0
trip				powder 3754	—	—	49 6	Velvetex	8 0ea	—	12 0
in × 1yd M271	23 4	—	2 9	spray mist 3710	—	—	29 0	Cardinelli (226 CBP)			
in × 5yd M266	112 0	—	13 1	3711	—	—	49 6	eyeshadow	54 0	29 8	9 6
in × 1yd M305	27 7	—	3 3	calcum 3797	—	—	14 0	Chantilly (624 Houbigant) existing entry			D
in × 5yd M267	137 8	—	16 3	B.C.K. (776 JML)			—	Chantilly (624 Houbigant)			I
in × 1yd M272	30 7	—	3 7	granules (vet.) 300g	102 0	—	—	creme de Chantilly			
in × 5yd M268	150 9	—	17 8	3k	66 0ea	—	—	1346	—	—	49 6
in × 1yd M273	35 7	—	4 2	10oz	—	—	— D	dusting powder 1334	—	—	36 0
in × 5yd M269	178 0	—	20 9	20oz	38 3	—	4 0	eau de toilette 1318	—	—	25 0
ptoprufl (339 CG)				10oz	70 4	—	7 4	1316	—	—	37 6
aster lin × 5yd	39 6	—	4 9	Bemax (103 Beecham)			—	1317	—	—	49 6
in × 5yd				10oz	38 3	—	4 0	pure spray 1414	—	—	45 6
on (339 CG)				20oz	70 4	—	7 4	hair spray 1361	—	—	21 0
ton wool	1oz	8 10	—	Bleu Marine (Cardin (1131 Shulton))			—	perfume 1404	—	—	34 0
	2oz	13 11	—	men's eau de toilette			—	1305	—	—	49 6
	4oz	22 11	—	2oz	20 3ea	10 10ea	42 0	1302	—	—	90 0
erton	16oz	6 1ea	—	4oz	31 3ea	16 9ea	65 0	1307	—	—	150 0
aper wrapped	8oz	39 5	—	8oz	50 7ea	27 2ea	105 0	1465	—	—	52 6
	16oz	5 7ea	—	Body Mist (105 BTD)			—	refill 13655	—	—	39 6
erson (40 Allinson)				deodorant spray			—	soap (3) 1351	—	—	22 6
ied yeast	4oz	62 6	—	standard 32cc	28 5	15 8	4 5	talcum 1397	—	—	14 0
arch reduced rolls				Bounce (967 Petfoods)			—	Louis XVI collection			
hite or brown 15	69 6	—	2 4	handy	58 9	11 4	1 2	dusting powder 1434	—	—	65 0
	(3doz)	—	—	large	(6doz)	(6doz)	—	parfum de toilette			
28	40 0	—	4 0	(4doz)	64 5	12 5	1 11	1416	—	—	31 0
ethozol (776 JML) †s7				Bradilan (859 Moore)			D	1417	—	—	65 0
ntment (vet.) 5g	24 0	—	—	Bradilan (878 Napp)			I	1419	—	—	130 0
l-Dent (1178 Stafford)				Britmarine (555 Haffenden)			I	1427	—	—	62 0
oth paste	41g	19 9	7 3	hot water bottles			—	refill 1427R	—	—	45 6
	75g	27 6	10 1	Cambridge No. 3	60 0	—	—	Cindico (264 Cindico) existing entoy			D
okole (781 Lusty)				Cleveland No. 3	60 0	—	—	Cindico (264 Cindico)			I
plets	50	28 0	10 3	cot series	45 0	—	5 8	bib	4 3ea	—	6 9
	125	54 0	19 9½	Flaxman Super	70 0	—	—	senior	9 5ea	—	15 0
re Philippe (48 AP)				Nodland	69 0	—	8 6	8ouncer	42 2ea	—	67 6
ampoo's 14			D	Safety glow No. 3	75 0	—	—	8ouncette	54 8ea	—	87 6
nde (287 CPC)				Safety tray No. 3	75 0	—	—	de luxe	65 8ea	—	105 0
th essence	270	46 7	25 0	Slumber deep No. 3	60 0	—	—	bouncing cradle	31 9ea	4 2½	55 0
bble bath	284	51 2	18 4	de luxe	132 0	—	16 6	Cindichair	17 6ea	2 3½	30 0
erbal	285	11 10	4 3	No. 4	67 0	—	—	Cinditable	23 1ea	3 1ea	40 0
eam rinse	236	12 4	4 6	Slumber sound No. 3	60 0	—	—	Cindiloo	15 8ea	—	25 0
odorant roll-on	43	26 6	14 2	Warm wave No. 3	68 0	—	—	Cindiseat	43 9ea	—	70 0
pray	156	20 8	11 1	Brovolin (859 Moore)			D	Cindistand	40 8ea	—	65 0
eshadow quartet	107	17 2	9 3	Brovolin (878 Napp)			I	Codasphen (859 Moore)			D
ir setting lotion	25	26 6	14 2	Brovon (859 Moore)			D	Codasphen (878 Napp)			I
ir spray aerosol	150	29 0	15 6	Brovonette (859 Moore)			D	Codella (859 Moore)			D
nd cream "Busy				Brovonette (878 Napp)			I	Codella (878 Napp)			I
liss"	33	13 3	7 1	Brovonex (859 Moore)			D	emollient cream 1oz	21 0	7 8	3 2
t water bottles				Brovonex (878 Napp)			—	3oz	48 0	17 7	6 3
th handle	2013	57 0	—	Bydand (859 Moore)			D	Colchi Sal (491 GB)			D
ouble ribbed	2012	59 0	—	Bydand (878 Napp)			I	CVK (2 Abbott) T5			
large	2014	66 0	—	Bydolax (859 Moore)			D	solution 250mg 100ml	13 3ea	—	19 11
stick	255	22 4	11 4	Bydolax (878 Napp)			I	Deedon (859 Moore)			D
uartet	441	14 8	7 11	Camay (1010 P & G)			I	Deedon (878 Napp)			I
uid make-up	225	23 1	12 5	soap toilet	58 0	20 9	1 3	Dentosine (339 CG)			
ampoo egg & lemon				bath	(6doz)	(6doz)	—	100ml	28 6	10 5	4 5
um perfumed	69	10 9	3 10		59 6	21 3	1 11	4oz	—	—	— D
d cream	45	34 4	18 5		(4doz)	(4doz)	—				

Simple Soap

Now the only big profit-big-volume toilet soap for sensitive skins you can safely recommend. 1'9.31-

Nationally Advertised

the most versatile digitalis glycoside

LANOXIN brand DIGOXIN

TABLETS • SOLUTION • INJECTION • PÆDIATRIC ELIXIR
BURROUGHS WELLCOME & CO. (The Wellcome Foundation Ltd.) DARTFORD, KENT.



	Trade	Tax	Retail
Dentu-Creme (1178 Stafford)			
18 4	6 9	2 9	
26 1	9 7	3 11	
37 6	13 9	5 6	
De-Odo (67 Ashe)			
litter pan spray	29 4	—	3 6
Desert Flower (1131 Shulton)			
hand & body lotion	1814	65 0	34 10
roll-on perfume	2779	69 3	37 2
sparkling Cologne	1701	83 9	44 11
talcum powder	1923	37 6	20 1
Corn Silk powder	6533	—	—
refill	—	—	—
Drapolene (218 Calmic)			
100g	56 0	—	7 0
Dylon (816 Mayborn)			
tie & dye kit	120 0	—	15 0
Elizabeth Arden (60 Arden)			
salon set	—	—	58 0
Endocil (1419 Intec) existing entry			
Endocil (1419 Intec)			
foundation cream 30g	55 7	30 7	9 6
hand care cream 38g	39 6	21 9	6 9
moisturising lotion	28g	60 0	33 0
28g	102 5	56 4	17 6
tinted	28g	60 0	33 0
skin cleanser	150g	70 3	38 8
skin tonic & freshener	150cc	96 7	53 2
sun-care lotion	110g	70 3	38 8
treatment cream 30g	54 1	29 9	9 3
75g	112 8	62 0	19 3
120g	166 9	91 9	28 6
Escapade (1131 Shulton)			
talcum	37 6	20 1	6 6
Eupinal (339 CG)			
100ml	28 0	10 3	4 7
200ml	50 0	18 4	8 0
4oz & 8oz	—	—	—
Fairy (1010 P & G)			
seap complexion	58 0	20 9	1 3
(6doz)	59 6	21 3	1 11
bath	(4doz)	37 6	13 5
family	(2doz)	(2doz)	2 5
Faithful (976 Patheco)			
handy	71 6	13 10	1 5
(6 doz)	86 10	16 9	2 7
large	(4 doz)	(4 doz)	—
Fix (1351 WLU)			
hair setting lotion	19 8	10 10	1 8
(2doz)	(2doz)	(2doz)	—
Franol (97 Bayer) †sls4A			
tablets	100	90 0	—
500	33 11ea	—	—
1000	66 4ea	—	—
Franol Expect (97 Bayer) †sls4A			
150ml	62 0	—	—
II	22 4ea	—	—
Franol-Plus (97 Bayer) †sls4A			
tablets	50	79 0	—
250	28 7ea	—	—
Gardenal (971 PSMB) †sls4A			
tablets 15mg	100	18 0	2 3
1000	66 0	—	8 3
30mg	100	20 0	2 6
500	52 0	—	6 6
1000	90 0	—	11 3
60mg	100	26 0	3 3
1000	12 0ea	—	18 0
100mg	100	36 0	4 6
1000	18 6ea	—	27 9
Geordie (1463 VBL)			
home brewing kits	2gal	6 5ea	9 0
bitter	5gal	10 0ea	14 0
lager	2gal	6 5ea	9 0
5gal	10 0ea	—	14 0
Gill's (101 Beautisales)			
shampoo sachets	—	—	—
Gromidin (115 Bengue)			
Haemovin (859 Moore)	—	—	—
Haemovin (878 Napp)	—	—	—
Helena Rubinstein (596 HR)			
eyeliner automatic	—	—	35 0
refill	—	—	17 6
Hold & Shine (1038 R & C)			
hair spray	21 3	17 2	4 9
Horlicks (103 Beecham)			
3lb	24 9	—	2 4
1lb	41 7	—	4 0
1lb	71 10	—	7 0
3lb	97 6	—	19 0
5lb	25 2ea	—	—
10lb	49 7ea	—	—
chocolate flavoured	6oz	33 2	3 2
12oz	60 9	—	5 9
5lb	25 2ea	—	—
tablets	34 8	—	7
(6doz)	—	—	—
Hypnotique (813 MF)			
eau de toilette aerosol	92 0	50 7	15 6

	Trade	Tax	Retail
In Love (1376 Hartnell) existing entry			
In Love (1376 Hartnell)			
(distributors 261 Christy)			
bath dusting powder	HL7	124 0	68 2
creme perfume	HL47	88 0	48 5
eau de toilette	HL10	88 0	48 5
standard	HL10/3	76 0	41 10
spray mist	HL11	115 8	63 7
hand lotion	HL33	53 0	29 2
perfume	HL1	61 0	33 7
HL15	104 0	82 2	18 5
HL5	192 0	105 7	33 9
HL2	336 0	184 10	58 9
HL3	532 0	292 7	98 0
HL6	144 0	79 2	24 7
HL9	56 0	30 10	9 6
Iso-Brovon (859 Moore)			
Iso-Brovon (878 Napp)			
Isovon (859 Moore)			
Isovon (859 Napp)			
Johnsons (672 Johnson)			
protective pants	24 9ea	3 5	36 9
27 5ea	3 9	40 6	
29 2ea	4 0	43 1	
interliners	12	78 0	9 6
Libovax (208 BW)			
poultry vaccine vial	40 0ea	—	47 0
Lucozade (103 Beecham)			
small	23 0	3 9	1 4*
(2doz)	(2doz)	(2doz)	—
Includes 3d for container	31 2	6 0	3 6
*Includes 4d for container	—	—	—
Maloprim (208 BW)			
tablets	6	12 0	1 6
30	42 0	—	5 3
500	44 0ea	—	66 0
Metheph (859 Moore)			
Metheph (878 Napp)			
Minolta (667 JCL)			
camera 35mm	—	—	899 0
Hi-Matic C	—	—	—
Mithracin (969 Pfizer) TS			
freeze-dried vial	100 0ea	—	—
Moore's (859 Moore)			
Moore's (878 Napp)			
baby cream 1oz	27 0	—	3 4
teething jelly 1oz	24 0	8 10	3 9
Natural Wonder (1052 Revlon)			
medicated mask	—	—	20 0
Nitrong (859 Moore)			
Nitrong (878 Napp)			
Nobilis (905 Nutrikem)			
poultry vaccine	H120 1000 dose vial	40 10ea	48 0
H52 1000 dose vial	96 4ea	—	113 4
Norpramine (901 Norton) †s4B			
tablets	100	10 0ea	—
500	45 0ea	—	—
Nu-Cot (903 NPU) existing entry			
Nu-Cot (903 NPU)			
wool	60g	31 6	1 3
(3doz)	150g	39 2	2 4
(2doz)	250g	31 10	3 9
Optima (16 AGL)			
cameras	—	—	—
Sensor 200	—	—	852 0
500	—	—	1045 0
Orlane (1145 Sirex)			
creme hydratante	tube	—	42 0
lipstick agate	—	—	67 0
lipstick	—	—	19 6
sol a gel	—	—	29 6
tan a sol	—	—	39 6
Paridic (776 JML)			
200g	16 0	—	2 0
400g	28 0	—	3 6
Phillips (978 PYP)			
fish food maxiflakes	1oz	50 0	10 9
PIB (859 Moore)			
PIB (878 Napp)			
PIB Plus (859 Moore)			
PIB Plus (878 Napp)			
PLJ (103 Beecham)			
lemon juice standard	32 5	6 4	3 8*
large	53 0	10 10	6 2*
*Includes 4d for container.	—	—	—
Primitif (813 MF)			
eau de toilette aerosol	92 0	50 7	15 6
Proctoids (1352 Wyeth)			
Revlon (1052 Revlon)			
Eterna 27	—	—	117 0
body lotion	—	—	99 0
breast contour drops	—	—	45 0
foot spray	—	—	24 0
foot treatment cream	—	—	35 0
leg toning conditioner	—	—	24 0
pumice buffing cream	—	—	—
Ribena (103 Beecham)			
standard	37 9	7 5	4 4*
*Includes 4d for container.	—	—	—

	Trade	Tax	Retail
Sanoid (339 CG)			
boil treatment	15 0	5 6	2
Savlon (649 ICI)			
antiseptic cream	15g	14 0	—
30g	23 0	—	2
60g	40 0	—	3
50g	19 0	7 0	—
Sensodyne (1178 Stafford)			
toothpaste	60g	34 3	12 7
Shloer (103 Beecham)			
liquid apples small	29 2	5 2	1
large	35 5	7 10	4
*Includes 3d for container	—	—	—
Silette (16 AGL)			
camera	—	—	739 0
Sensor LK	—	—	—
Simpkin's (1141 Simpkin) existing entry (30)			
Simpkin's (1141 Simpkin)			
chocolate centred	—	—	—
barley sugars	15 0	3 4	2
butterscotch chocolate	15 0	3 4	2
lime chocolate	15 0	3 4	2
mint chocolate	15 0	3 4	2
orange chocolate	15 0	3 4	2
glucose barley sugar	—	—	—
sticks	—	—	—
cherry	2 8	7	4
fruit	2 8	7	4
plain	2 8	7	4
glucose confections	12 9	2 10	1 8
barley sugar plain	12 9	2 10	1 8
barley sugar fruits	12 9	2 10	1 8
bitter lemon drops	12 9	2 10	1 8
blackcurrant and	12 9	2 10	1 8
liquorice	12 9	2 10	1 8
buttermints	12 9	2 10	1 8
butterscotch	12 9	2 10	1 8
clear mints	12 9	2 10	1 8
fruits-de-luxe	12 9	2 10	1 8
JuiCees black cherry	12 9	2 10	1 8
rose hip	12 9	2 10	1 8
blackcurrant	12 9	2 10	1 8
orange	12 9	2 10	1 8
JuiCees (Igross)	31 6	6 11	4
lemon & honey	12 9	2 10	1 8
Mitchum mint creams	12 9	2 10	1 8
rum & butter	12 9	2 10	1 8
sherbert fruits	12 9	2 10	1 8
tangerine, lemon &	12 9	2 10	1 8
grapefruit	12 9	2 10	1 8
treacle & liquorice	12 9	2 10	1 8
winter warmers	31 6	6 11	4
(Igross)	—	—	—
1 lb. tins	—	—	—
assorted fruit drops	27 6	6 0	3 6
barley sugar drops	27 6	6 0	3 6
digestive mint drops	27 6	6 0	3 6
JuiCees blackcurrant	27 6	6 0	3 6
orange	27 6	6 0	3 6
lemon acid drops	27 6	6 0	3 6
tangerine, lemon &	27 6	6 0	3 6
grapefruit	27 6	6 0	3 6
medicated confections	3 4	1 3	9
all four drops	10 0	3 8	1 6
anti cough drops	3 4	1 3	9
bronchial drops	3 4	1 3	9
children's cough drops	3 4	1 3	9
glucose winter candy	9 7	2 1	1 3
menthol & eucalyptus	10 0	3 8	1 6
drops	3 4	1 3	9
T.C.L. drops	3 4	1 3	9
treacle cough drops	3 4	1 3	9
pastilles	17 3	6 4	2 9
antiseptic throat	9 4	2 1	1 3
assorted fruit	17 3	6 4	2 9
catarrh	17 3	6 4	2 9
Dilly Duckling	17 3	6 4	2 9
extra strong cough	16 9	—	2 0
Gee's linctus 8.P.C. †	—	—	—
glycerine & black-	19 3	4 3	2 9
currant	19 3	4 3	2 9
glycerine, lemon &	20 0	—	2 6
honey	17 3	6 4	2 9
glycerine of thymol	20 0	—	2 6
menthol bronchial	17 3	6 4	2 9
menthol & eucalyptol	20 0	—	2 6
B.P.C.	20 0	7 4	3 0
mouth ulcer	20 9	4 7	2 9
sugarless fruit pastilles	—	—	—
roll packs	5 9	1 3	9
blackcurrant fruit	3 10	1 5	7
pastille	5 9	1 3	9
cough	3 9	10	6
glucose fruit pastille	4 4	11	7
glucose peppermint	8 0	—	1 0
Koala fruit	5 0	1 10	9
menthol & eucalyptus	—	—	—
8.P.	—	—	—
Teddy cough pastille	3 7	9	1 6
sundries	9 0	3 4	1 6
finest peppermints	6 3	—	9
glucose sulphur tablets	12 0	—	1 6
L.L.C. lozenges 1oz	—	—	—
2oz	—	—	—
Soneryl (971 PSMB) †sls4A			
tablets	25	16 0	2 0
100	40 0	—	5 0
500	12 6ea	—	18 9
5000	120 0ea	—	180 0

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CO-CAP 25

Imipramine

Each capsule contains 25 mg Imipramine BP 42/- per 250 (Basic NHS) **10% Discount** when ordered direct from CO-CAPS 361 Lillie Road London SW6 Telephone 01-370 4664 (reverse charge)

	Trade	Tax	Retail
Tablets (183 80C)			
phosphors	115	5ea	15 10ea 189 0
Ambassador	85	8ea	11 11ea 126 0
Executive	320	7ea	44 1ea 525 0
resident			
Tablets (1172 5pillers)			
mixed ovals	81	0	17 9 9 8
Lenno biscuits	281b	26 9ea	5 10ea 38 0
aval	61b	85 3	18 6 10 3
hapes	61b	81 0	17 9 9 8
Vinalot meal	61b	81 0	17 9 9 8
(859 Moore)			
(878 Napp)			
Tablets (971 P5M8) 1s4A			
lets	100	84 0	— 10 6
lets	500	30 10ea	— 46 3
Tablets (1141 Simpkin)			
uorice sticks	25g	—	— 10
Tablets (1176 5quibb) T5			
am	30g	26 6ea	— 39 9
Tablets (1249 Trufood)			
low-On	16oz	64 10	— 6 9
if cream	16oz	62 4	— 6 6
manised	15oz	64 10	— 6 9

	Trade	Tax	Retail
Trusts (103 Beecham)			
dog or cat tablets	34 2	—	7
(6 doz)			
Ultraproct (1479 5CL) T5			
Variban (339 CG)			
elastic adhesive bandage			
1in x 3yd	28 11	—	3 4
2in x 3yd	48 6	—	5 8
2½in x 3yd	59 4	—	7 2
3in x 3yd	70 4	—	8 2
4in x 3yd	90 6	—	10 6
Vitalising (1286 VGC)			
(distributors 1141 Simpkin)			
glucose tablets	8 5	—	1 0
Woolulose (339 CG)			
household wool	18 0	—	2 2

AMENDMENTS AND ADDITIONS TO KEY TO SUPPLIERS

905 Nutrikem=Nutrikem Ltd., Dalton, Thirsk, York-shire, Topcliffe 392.
1561 MD=Michael Denham Ltd., North Lane, Alder-shot, Hants. 0252-24373.

	Trade	Tax	Retail
bandage triangular			
unbleached			
51in x 36in	21 11	—	—
cellulose tissue	16oz	66 0	—
cellulose wadding	16oz	39 0	—
cotton wool absorbent			
1oz	8 0	—	—
1oz	10 0	—	—
2oz	16 9	—	—
4oz	28 0	—	—
16oz	93 6	—	—
hospital quality			
1oz	8 9	—	—
2oz	13 9	—	—
4oz	22 8	—	—
8oz	44 0	—	—
16oz	72 6	—	—
gauze plain			
1yd	15 6	—	—
3yd	33 9	—	—
6yd	61 0	—	—
12yd	119 0	—	—
gauze ribbon non-			
sterilised			
½in x 6yd	11 0	—	—
½in x 12yd	18 3	—	—
1in x 6yd	13 3	—	—
1in x 12yd	21 3	—	—
gauze ribbon sterilised			
½in x 6yd	12 0	—	—
1in x 6yd	14 3	—	—
gauze swabs			
3in x 3in—8 ply (5)	7 6	—	—
gauze tissue 8.P.C.			
4oz	32 0	—	—
16oz	110 0	—	—
1oz	16 3	—	—
2oz	27 10	—	—
4oz	51 6	—	—
16oz	187 6	—	—
1oz	15 0	—	—
2oz	26 10	—	—
4oz	48 6	—	—
16oz	174 10	—	—
multiple pack dressing			
No.1	45 3	—	—
No.2	92 4	—	—
Chelsea Pensioner (232 Carter)			
tablets	50	1 10ea	8ea 3 6 A
Citruvit (232 Carter)			
chewing tablets	3	1ea	— 4 6 I
Cleen-O-Pine (1037 Reckitt)			
standard	26 5	—	2 9 I
economy	38 5	—	4 0
Compericum (1261 Ucal)			
4oz	54 9	20 1	8 8 A
200cc	89 0	32 5	14 1
80oz	48 0ea	17 7ea	—
Costa Brava (106 Beetham)			
suntan cream	30g	24 9	13 7 4 3 A
50g	—	—	— D
Cupal (333 Cupal)			
dusk cream	23 6	7 8	3 4 A
Curraglen (232 Carter)			
cough mixture	100ml	2 1ea	9ea 4 0 •
85ml	—	—	— D
Dettol (1037 Reckitt)			
1gal	271 0	91 10½	35 0 A
Dinium (232 Carter)			
mouth ulcer tablets	30	1 10ea	8ea 3 6 A
Distivit (378 Dista)			
elixir	115ml	3 0ea	— 4 6 •
1000ml	22 0ea	—	33 0
4oz & 40oz	—	—	— D
Dutch Drops (1261 Ucal)			
4dr.	16 9	6 2	2 11 A
1oz	20 9	7 7	3 6
2oz	31 0	11 4	5 2
capsules	36	32 0	11 9 5 2
100	59 9	21 11	9 9
Eldermint (232 Carter)			
life drops	25ml	2 1ea	9ea 4 0 •
28ml	—	—	— D
cough mixture	100ml	2 1ea	9ea 4 0 •
85ml	—	—	— D
Endevac (969 Pfizer)			
fowl pest vaccine	50ml	4 9ea	— 5 9 A
250ml	22 11ea	—	27 0
500ml	45 6ea	—	53 6
Ever Ready (964 Personna)			
corn knife	37 0	13 7	5 9 A
blades	(3)	16 1	5 11 2 6
razor set Gam	48 0	17 6	7 6

THIS WEEK'S CHANGES

	Trade	Tax	Retail
min (969 Pfizer)			
lets cattle	10	75 10ea	— 89 3 A
sheep	20	62 6ea	— 73 6
ldin (24 ALAD)			
er food flask	16oz	—	15 11 •
32oz	—	—	19 11 D
rosium (75 AAL) existing entry			
rosium (75 AAL)			
n plan 2 week size	100 0	—	12 6
4 week size	162 0	—	20 0
g oil	1oz	11 6	4 2 2 0
2oz	20 6	7 6	3 6
4oz	35 0	12 10	6 0
mic	137g	37 0	5 0
274g	74 0	—	10 0
420g	111 0	—	15 0
oten (227 Erba)			
ur	1k	15 2ea	— 17 4 •
nis (425 ELC)			
er shave concentrate	2oz	—	45 0 •
ster shave kit	—	—	65 0
e-shave concentrate	3oz	—	35 0
ving concentrate	3oz	—	35 0
c Glow (1261 Ucal)			
2oz	30 0	11 0	4 7 A
lyt (232 Carter)			
ules	42	4 6ea	1 8ea 8 6 A
grin (1520 IPM)			
s (232 Carter)			
roccation	100ml	1 10ea	8ea 3 6 A
ttlekure	112g	2 4ea	10ea 4 6 I
1k	8 2ea	3 0ea	16 6
am Ambrosium (75 AAL)			
rheumatism large	120 0	44 0	20 0 R
an (232 Carter)			
ules	56	3 1ea	— 4 6 A
Life (1499 8LP)			
ton wool	16oz	40 0	— 4 6
of Gilead (232 Carter)			
gh mixture	100ml	1 10ea	8ea 3 6 •
200ml	2 6ea	11ea	5 0
110ml & 170ml	—	—	— D
off (232 Carter)			
gh syrup	100ml	2 1ea	9ea 4 0 •
85ml	—	—	— D
ham's (106 Beecham)			
cerin and cucumber			
2oz	18 0	9 11	3 3
3oz	24 0	13 2	4 3
165cc	38 6	21 2	6 6
velty pack			
nd cream	1oz	16 6	9 1 3 0 A
nage skin cream			
1oz	23 0	12 8	3 10
s (1530 Fisons)			
t supplement tablets	24	53 0	— 6 0 •

	Trade	Tax	Retail
Boldo (232 Carter)			
slimmers aid	40	1 10ea	8ea 3 6 A
100	3 6ea	1 3½ea	7 0
Breck (1059 C of GB)			
shampoo for dry hair,			
oily hair, normal hair			
sachet	6 5	2 5	11 A
70cc	23 11	8 10	3 5
120cc	34 8	12 10	5 0
Bryst (232 Carter)			
brewers yeast			
powder	4oz	1 11ea	— 2 2 A
16oz	5 10ea	—	7 6
100	1 5ea	—	1 11
500	4 7ea	—	6 6 R
Buzz Off (252 Chelspa)			
cream	1½oz	21 0	7 8 3 6 A
liquid	1½oz	16 0	5 11 2 11
Calgon (26 A & W)			
carton	12oz	48 0	— 2 9 A
(2 doz)	76 0	—	8 9
2½lb	16 6ea	—	22 9
7lb	24 0	—	2 9
descaler sachet	4oz	—	— A
Carbro (232 Carter)			
slippery elm food	1lb	4 2ea	— 6 0
Carter's (232 Carter)			
bone meal capsules	60	2 9ea	— 4 0 A
garlic oil capsules	40	2 4ea	10ea 4 6
100	4 6ea	1 8ea	9 0
herb beer extract			
100ml	2 5ea	—	3 6 I
Indian Brandee	50ml	1 5ea	6ea 2 6
100ml	2 1ea	9ea	4 0
Jeeling linctus	100ml	2 1ea	9ea 4 0
Radiant composition			
essence	100ml	1 10ea	8ea 3 6
200ml	2 7ea	11ea	5 0
Skelton's influenza			
mixture	110ml	2 1ea	9ea 4 0 A
soya bean oil	1pt	40 0	— 4 2
1gal	24 0ea	—	30 0
sun-flower seed			
oil	1pt	40 0	— 4 2
1gal	25 0ea	—	32 0
super wheat germ			
oil capsules	40	4 2ea	— 6 0
100	8 2ea	—	12 0
wheat germ oil capsules			
5 min	40	2 10ea	— 3 7
100	5 5ea	—	8 0
wormseed syrup	50ml	2 4ea	10ea 4 6 I
Certor (786 Macdonald)			
bandage w.o.w.			
1in x 4yd	4 7	—	—
2in x 4yd	7 4	—	—
3in x 4yd	10 4	—	—
4in x 4yd	13 4	—	—

		Trade	Tax	Retail	
razor blades					
Corrux (5)	40 9	15 0	3 2		
premium (5)	(24 pkts) 43 11	(24 pkts) 16 2	3 5		
stainless (4)	(24 pkts) 49 3	(24 pkts) 18 1	3 10		
Everest (252 Chelspa)					
sting relief lotion 1½oz	19 6	7 2	3 0	A	
Feroglen (232 Carter)					
tablets 130	2 4ea	10ea	4 6	A	
Fumic (232 Carter)					
vaporising rub 28g	1 10ea	8ea	3 6	A	
Gillette (514 Gillette)					
shaving cream					
foamy aerosol 290g	61 6	21 5	9 0	•	
Glen (232 Carter)					
anti-smoking tablets	4 7ea	1 8ea	9 0	A	
cherry slumber tea	2 4ea	10ea	4 6		
cleansing herbs	1 11ea	8½ea	3 6		
nasal script 16ml	2 4ea	10ea	4 6		
rosemary hair tonic 110ml	2 0ea	1 1ea	4 6		
shampoo 55ml	1 7ea	7ea	3 0		
smoking mixture 100g	2 5ea	—	3 6		
wheat germ flakes 12oz	2 6ea	—	3 6		
Glenco (232 Carter)					
essence 100ml	2 1ea	9ea	4 0	•	
200ml	3 1ea	1 ½ea	6 0		
85ml & 170ml	—	—	—	D	
Glenelm (232 Carter)					
medicated soap	1 1ea	5ea	2 0		
shaving soap refill	1 3ea	5½ea	2 6		
Glenery (232 Carter)					
tablets 40	2 7ea	11ea	5 0	A	
Glenol (232 Carter)					
rubbing oils 100ml	2 4ea	10ea	4 6	A	
Glenona (232 Carter)					
blood mixture 100ml	2 7ea	11ea	5 0	•	
200ml	4 2ea	1 6ea	8 0		
85ml & 170ml	—	—	—	D	
Halex (80 BXL)					
baby brush F172	67 6	24 10	10 6		
chamber bin F502	52 0	—	6 6		
nursery play blocks F700	47 2ea	17 3ea	88 0		
F701	47 2ea	17 3ea	78 0		
nursery vanity casket F638	610 9	88 11	85 0		
Hamaran (232 Carter)					
cream 30g	3 0ea	1 1ea	6 0	A	
suppositories 12	4 0ea	1 5½ea	8 0		
Harpic (1037 Reckitt)					
lavatory cleanser	16 6	—	1 10	A	
26 10	—	—	3 0		
Hymosa (887 New Era)					
perfume Bouquet 1819	246 0	135 3	42 0	I	
Infurno (232 Carter)					
massage cream 30g	2 4ea	10ea	4 6	A	
Larola (106 Beetham)					
skin lotion 50cc	20 6	11 3	3 6		
3oz	27 6	15 2	4 6		
165cc	44 0	24 2	7 6		
125cc	43 0	23 8	7 0		
Leichner (749 Leichner)					
Kamera Klear	—	—	6 3	•	
lipsticks	—	—	—	A	
Lem-Mel (232 Carter)					
cough mixture 100ml	1 4ea	6ea	2 6	A	
200ml	2 0ea	9ea	3 10		
85ml & 170ml	—	—	—	D	
Macdonald (786 Macdonald)					
household cotton wool					
8oz	21 9	—	2 8	A	
16oz	40 0	—	4 6		
Make-U-Well (1261 Ucal)					
herbs 2oz	25 0	9 2	4 5	A	
Marina (786 Macdonald)					
face cloth 31	20 3	2 10	2 9	A	
Mary Quant (876 MP)					
colour crayons 196 0	107 9	35 0	•		
Max Factor (813 MF)					
California aquapallettes 124 8	65 2	21 0	•		
Minolta (667 JCL)					
camera instant load	—	—	598 9	R	
Autopak 550	—	—	—	A	
Modicare (252 Chelspa)					
1oz	14 6	—	2 0		
20	20 9	—	2 11		
Mothereze (232 Carter)					
raspberry leaf tablets 40	2 1ea	9ea	4 0	A	
Mustakene (232 Carter)					
28g	1 10ea	8ea	3 6	A	
Myambutol (746 Lederle)					
tablets 100mg 100	51 0ea	—	76 6	R	
500	251 0ea	—	376 6		
400mg 100	183 0ea	—	274 6		
500	904 0ea	—	1356 0		
Myleto (875 MPL) existing entry				D	
Myleto (875 MPL)				I	
bay rum 113cc	25 0	13 9	4 6		
brilliantine 56cc	18 0	9 11	3 0		
113cc	31 6	17 5	5 0		
cream 150cc	45 0	24 9	7 6		
floral oils 56cc	18 0	9 11	3 0		
113cc	31 6	17 5	5 0		
lotion 150cc	45 0	24 9	7 6		

		Trade	Tax	Retail	
shampoo 56cc	13 7	5 0	2 4		
113cc	22 6	8 3	3 7		
tonquin 113cc	22 0	12 0	3 6		
violet oils 56cc	18 0	9 11	3 0		
113cc	31 6	17 5	5 0		
Neoklenz (232 Carter)					
nature cure 56g	1 10ea	8ea	3 6	A	
182g	4 0ea	1 5½ea	8 0		
tablets 40	1 7ea	7ea	3 0		
100	2 7ea	11ea	5 0		
Nervetone (1261 Ucal) †					
tonic 4oz	22 6	8 3	3 10	A	
8oz	39 0	14 3	6 7		
tablets 40	26 6	9 8	4 5		
Norash (372 De Witt)					
nappy rash cream 28g	31 0	—	3 11	•	
20g	—	—	—	D	
Oesbron (1261 Ucal)					
lung tonic 2½oz	17 0	6 3	3 2	A	
5oz	26 9	9 10	4 11		
lozenges	—	—	—	D	
Osa Tone (232 Carter)					
children's tonic 100ml	2 7ea	11ea	5 0	•	
110ml	—	—	—	D	
Pal (964 Personna)					
injector blades (10)	26 3	9 8	4 1	A	
Parkers (1261 Ucal)					
perfect panacea 2½oz	21 9	8 0	3 6	A	
Passigen (232 Carter)					
capsulettes 42	3 4ea	1 3ea	6 6	A	
dispensing pack	32 0ea	11 9ea	—	A	
Pax (1261 Ucal)					
corn paint 2dr	20 0	7 4	3 3	A	
Pedzyl (54 Antigen)					
Peps (1530 Fisons)					
tubes	—	—	—	D	
Personna (964 Personna) existing entry				D	
Personna (964 Personna)				I	
blades double edge					
super stainless (5)	42 10	15 9	4 0		
(20pkts)	(20pkts)	(20pkts)			
platinum (5)	46 6	17 1	4 4		
(20pkts)	(20pkts)	(20pkts)			
blades single edge					
stainless (4)	51 4	18 10	3 10		
(25pkts)	(25pkts)	(25pkts)			
blades injector					
super stainless (5)	43 8	16 1	4 1		
(20pkts)	(20pkts)	(20pkts)			
platinum	46 6	17 1	4 4		
(20pkts)	(20pkts)	(20pkts)			
razor sets					
3-piece					
with one stainless					
blade 25 8	9 5	4 0			
with two platinum					
blades 32 2	11 10	5 0			
injector with five					
blades 51 4	18 10	8 0			
injector satin back					
with five blades 80 4	29 6	12 6			
injector Executive 135 0	49 6	21 0			
Lady Personna 61 0	22 6	9 6			
shaving brushes No. 40 48 2	17 8	7 6			
No. 42 67 6	24 10	10 6			
super foam 43 5	15 11	6 9			
grooming aids					
nail clipper 24 2	8 11	4 6			
(10)	(10)	(10)			
nail file 17 1	9 5	3 6			
(10)	(10)	(10)			
toe nail clipper 26 10	9 10	5 0			
(10)	(10)	(10)			
tweezers 21 11	12 1	4 6			
(10)	(10)	(10)			
Polaroid (989 Polaroid) existing entry				D	
Polaroid (989 Polaroid)				I	
cameras Land					
model 320 383	1ea	205 5ea	780 0		
330 481	3ea	258 1ea	980 0		
340 579	6ea	310 9ea	1180 0		
350 874	2ea	468 9ea	1780 0		
3000 160	2ea	85 11ea	299 6		
Colorpack II 213	5ea	114 5ea	399 0		
Colorpack III 245	6ea	131 8ea	459 0		
Swinger II 74	7ea	40 0ea	139 6		
cases 321 20	1ea	10 9ea	37 6		
322A 73	8ea	39 6ea	150 0		
324A 112	11ea	60 7ea	230 0		
328 135	1ea	72 5ea	275 0		
films type 20C 9	9ea	2 7ea	14 6		
107 13	3ea	3 7ea	19 9		
108 26	9ea	7 2ea	39 9		
42 17	6ea	4 8ea	26 0		
47 19	6ea	5 3ea	29 0		
accessories					
release 191	23 2ea	12 5ea	47 2		
close-up kit 583	106 5ea	57 1ea	216 8		
583A 106	5ea	57 1ea	216 8		
593 118	9ea	63 8ea	241 9		
development timer 29	0ea	15 6ea	59 0		
exposure meter 120	1ea	64 5ea	244 7		
filter cloud 516	61 11ea	33 2ea	126 0		
u.v. 585	40 1ea	21 6ea	81 8		
filter & lens shade					
kit 595	73 8ea	39 6ea	150 0		
flashguns 259	8 0ea	4 3ea	14 11		
268 36	10ea	19 9ea	75 0		
280 85	11ea	46 1ea	175 0		
picture album 519	33 4ea	17 11ea	67 11		
520 30	0ea	16 1ea	61 1		

		Trade	Tax	Retail
portrait kit	581	106 5ea	57 1ea	216 8
	581A	106 5ea	57 1ea	216 8
	591	118 9ea	63 8ea	241 9
self timer	192	48 2ea	25 10ea	98 1
tripod adaptor	194	5 2ea	2 9ea	10 6
Protelnall (1412 Jackel)				
tube	1½oz	—	—	9 11
bottle	3oz	—	—	15 0
Pru-Sen (232 Carter)				
children's laxative		11 0	4 0	1 10
Pyrets (1568 Trentham)				
(distributors 372 De Witt)				
children's throat lozenges	15	20 0	—	2 6
Quosh (103 Beecham) existing entry				
Quosh (103 Beecham)				
orange, lemon, raspberry, lemon/lime, mandarin, lemon barley, orange/pineapple, pineapple/grapefruit		24 9	5 6	2 9
lime		29 10	6 7	3 4
Ral Evapo (67 Ashe)				
dry dressing		15 3	5 5	2 5
tablets	15	7 11	2 10	1 5
	32	18 0	6 5	2 7
	160	53 10	19 3	8 5
Revlon (1052 Revlon)				
perfect make-up		—	—	168 0
perfect powder		—	—	84 0
matching compact powder		—	—	45 0
Right Guard (514 Gillette)				
deodorant roll-on		36 9	20 3	5 11
refill		30 7	16 10	4 11
Roger & Gallet (1076 R & G)				
bath cubes (6)		5 0ea	2 8ea	12 0
soap guest size				
assorted, carnation, tea rose (6)		6 3ea	2 3ea	13 6
sandalwood (6)		6 9ea	2 6ea	15 0
talcum		5 6ea	3 0ea	13 6
men's range				
after shave lotion				
	5067	7 6ea	4 0ea	18 0
	5068	12 6ea	6 8ea	30 0
pre-shave lotion	5062	8 3ea	4 6ea	20 0
toilet water	5057	10 6ea	5 8ea	25 0
	5058	16 9ea	9 0ea	40 0
Sanatogen (1530 Fisons)				
selected multivitamins				
plus iron	30	60 6	—	7 6
	60	112 8	—	14 0
Secto (333 Cupal)				
aerosols				
ant killer household				
size		—	—	4 10
mothproofers household				
size		—	—	4 10
superfast fly killer				
household size		—	—	4 10
wasp killer household				
size		—	—	4 10
Vap lantern		—	—	12 10
Senokot (1037 Reckitt)				
granules	170g	70 9	—	8 5
syrup	150ml	41 4	—	5 2
tablets	50	26 8	—	3 2
	100	45 6	—	5 5
	200	70 9	—	8 5
Silcot (786 Macdonald)				
sanitary towels				
soluble size 1	6	13 7	—	1 5
	12	24 0	—	2 6
sanitary briefs				
Chic	small	69 0	9 6	9 0
	ex. large	75 0	10 4	9 9
Nordic	small	62 0	8 6	8 3
	ex. large	68 0	9 4	8 11
Princess	small	65 0	8 11	8 6
	ex. large	71 0	9 9	9 3
Silsan (786 Macdonald)				
sanitary towels				
soluble size 1	6	13 7	—	1 5
	12	24 0	—	2 6
Slack's (232 Carter)				
rheumatic tablets	40	1 10ea	8ea	3 6
Guncal (232 Carter)				
calamine cream	56g	1 10ea	8ea	3 6
Taxico (232 Carter)				
dandelion coffee	4oz	2 8ea	—	3 6
	8oz	5 2ea	—	6 6
	12oz	7 0ea	—	9 0
Terramycin (969 Pfizer)				
animal formulas TSVPO				
antibiotic feeds				
Supplements	50lb	100 0ea	—	120 0
injection with				
lignocaine	40ml	14 11ea	—	22 4
	100ml	35 0ea	—	52 6
paediatric drops				
	10ml	3 7ea	—	5 5
syrup	100ml	7 2ea	—	10 9
tablets 100mg	100	34 11ea	—	52 5
topical ointment				
	15g	2 3ea	—	3 5
	25g	3 5ea	—	5 2
Therm-O-Lin (232 Carter)				
liniment	50ml	2 4ea	10ea	4 6

	Trade	Tax	Retail	
0-Wool (232 Carter)				A
	1 7ea	7ea	3 0	
	2 7ea	11ea	4 7	
(969 Pfizer)				D
vaccine 50ml				
(167 Trend)				R
	55 6	30 6	9 11	
(1127 Seton) existing entry				D
(1127 Seton)				I
utators 93 8J)				
s and elbows				
P4	5 3ea	—	—	
P4X	5 9ea	—	—	
P5	6 3ea	—	—	
elts small,				
m or large	P9	28 .0ea	—	
2 Chelspa)				A
DDI	4oz	37 6	13 9	6 1
	40oz	27 9ea	10 2ea	—
	80oz	51 9ea	19 0ea	—
	18	18 6	6 9	2 11
	100	79 6	29 0	12 8
(1261 Ucal)				A
tablets	45	36 9	—	4 4
Ucal) existing entry				D
Ucal)				I
ic healing				
nt	20 6	7 6	2 11	
ic universal				
	24 0	—	3 2	
eam	22 6	8 3	3 10	
wd	18 0	6 7	2 11	
	100cc	15 0	8 3	3 2
&				
ides	4oz	16 0	8 9	3 8
ream	19 6	7 2	3 6	
urifier	6oz	21 0	7 8	3 6
	16oz	36 9	13 6	6 8
al catarrh syrup†				
	4oz	22 6	8 3	3 10
	8oz	32 9	12 0	5 8
al lozenges	18 0	6 7	2 11	
essing	25g	24 0	—	3 6
paint	1oz	17 0	6 3	2 11
's aspirin soluble				
50	14 9	5 5	2 3	
aste	2oz	22 6	8 3	3 10
n and quinine				
2oz	22 0	8 1	3 6	
8oz	68 6	—	—	
mixtures				
s †	3oz	18 0	6 7	3 3
's cherry bark †				
	15 0	5 6	3 0	
50cc	24 0	8 9	4 5	
100cc				
cherry cough †				
	4oz	24 0	8 9	4 5
inctus	2½oz	19 6	7 2	3 6
	5oz	29 6	10 10	5 0

	Trade	Tax	Retail	
speedy cough	2½oz	20 0	7 4	3 6
	5oz	31 0	11 4	5 3
diarrhoea mixture	4oz	20 0	7 4	3 6
ear drops golden		20 0	7 4	2 11
embrocation	4oz	23 0	8 5	3 10
extract of malt	1lb	47 9	—	—
	2lb	84 9	—	—
with c.l.o.	1lb	48 6	—	—
	2lb	85 9	—	—
eye ointment †	½dr	12 0	4 5	2 1
flavourings synthetic				
	½oz	17 0	—	2 3
food colourings				
synthetic	½oz	15 6	—	2 3
foot powder †		22 6	8 3	3 6
Fuller's earth cream				
	1½oz	15 0	8 3	3 3
powder	50g	13 9	—	2 3
gargle, astringent rose				
	6oz	17 0	6 3	3 2
Gee's linctus 8PC				
† DDI	100cc	16 0	—	2 0
	200cc	26 0	—	3 6
gingerade concentrate		18 6	4 1	2 11
glycerine suppositories				
infant's	12	19 0	—	—
children's	12	24 0	—	—
adults	12	30 0	—	—
Indian Brandee	2oz	17 6	6 5	3 2
	4oz	24 6	9 0	4 5
indigestion lozenges				
	44	18 0	6 7	2 11
influenza mixture red				
	200cc	24 9	9 1	4 3
iodised throat lozenges				
	24	12 0	4 5	2 1
	48	18 0	6 7	3 2
iron and yeast tonic				
tablets	100	24 9	—	3 6
juniper beans	25	14 6	5 4	2 11
L.L.C. lozenges	1½oz	8 0	—	1 2
menthol & wintergreen				
cream	1oz	20 9	7 7	3 6
nursery powder	100g	18 0	6 7	2 11
ointment	1oz	22 6	8 3	3 6
olive oil	2½oz	16 0	—	2 3
	5oz	26 6	—	3 6
	10oz	47 0	—	6 4
	20oz	85 0	—	10 11
pastilles				
catarrh	2oz	21 0	7 8	3 3
Gee's linctus †DDI				
	2oz	19 6	—	2 7
glycerine, lemon &				
honey	2oz	19 0	4 2	2 11
glycerine thymol				
compound	2oz	19 0	—	2 7
peppermint oil				
solution	½oz	12 0	—	1 9
	25cc	16 9	—	2 3

	Trade	Tax	Retail	
pile ointment †	26 0	9 6	4 5	
pine disinfectant	2oz	17 0	—	2 3
	16oz	26 6	—	3 9
raspberry vinegar	75cc	16 0	—	2 3
	150cc	24 0	—	3 6
and olive oil	75cc	16 9	6 2	2 6
	5oz	28 0	10 3	4 11
sulphur and lime				
lozenges	2oz	10 6	3 10	1 9
sulphur tablets orange				
flavour	7 0	2 7	1 2	
toothache drops	2dr	19 6	7 2	3 3
wart paint	½oz	18 0	6 7	3 3
worm syrup	2oz	24 0	8 9	4 0
Ultralanum (1479 SCL) TS				
ointment	300g	130 2ea	—	189 5 ●
plain	300g	124 3ea	—	180 10

AMENDMENTS TO KEY TO SUPPLIERS

671 Jeyes=Jeyes UK Ltd., Brunel Way, Thetford, Norfolk. Thetford 4567.
935 Papier=Papier Poudre Ltd., 15 Oxford Circus Avenue, London, W.1.
983 Pifco=Pifco Ltd., Princess Street, Failsworth, Manchester M35 0HS. 061-681 8321.
1506 Mennen=Mennen UK Ltd, Mennen House, Marlowe, Bucks. Marlowe 6565.

Stop press

Allenbury's (34 A & H)					A
malt extract	1lb	47 3	—	5 3	
	2lb	88 6	—	9 10	
with c.l.o.	1lb	47 3	—	5 3	
	2lb	88 6	—	9 10	
pastilles blackcurrant					
	2oz	23 0	5 1	3 0	
	1lb	10 9ea	2 5ea	16 9	
Atomol (34 A & H)					A
nasal spray	10ml	32 0	—	4 0	
Cussons (338 Cussons)					
Leather after shave	171 1	92 11	33 0	●	
hair dressing	171 1	92 11	33 0		
talcum	114 1	61 11½	22 0		
Ung. betulae virid. c. sinapsis (211 Butler)					A
dp 500g	9 0ea	—	13 6		
Ung. sedativum (211 Butler)					D

Therapeutic—pharmacological index

Following products to be added under the
ions stated
hracin
oprim
pramine
osphate Sandoz Effervescent

INTER-ALIA

GENERIC

Products

... now presented to you under our own brand names. These tablets are guaranteed to be manufactured in our own Works and Laboratories under the strict supervision of qualified staff with full analytical control ...

		Per 250	Per 500	Per 1000
IA-BUT	100 mg.	6/- (£0.30p.)	..11/6 (£0.58p.)	.. 22/2 (£1.11p.)
(Phenylbutazone B.P.)	200 mg.	8/- (£0.40p.)	..15/6 (£0.78p.)	.. 30/2 (£1.51p.)
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IA-PRAM	25 mg.	14/6 (£0.73p.)	..28/- (£1.40p.)	.. 55/6 (£2.78p.)
(Imipramine B.P.)				
IN-SOLONE	1 mg.	4/3 (£0.21p.)	.. 7/3 (£0.36p.)	.. 13/11 (£0.70p.)
(Prednisolone B.P.)	5 mg.	12/6 (£0.63p.)	..24/- (£1.20p.)	.. 47/3 (£2.36p.)
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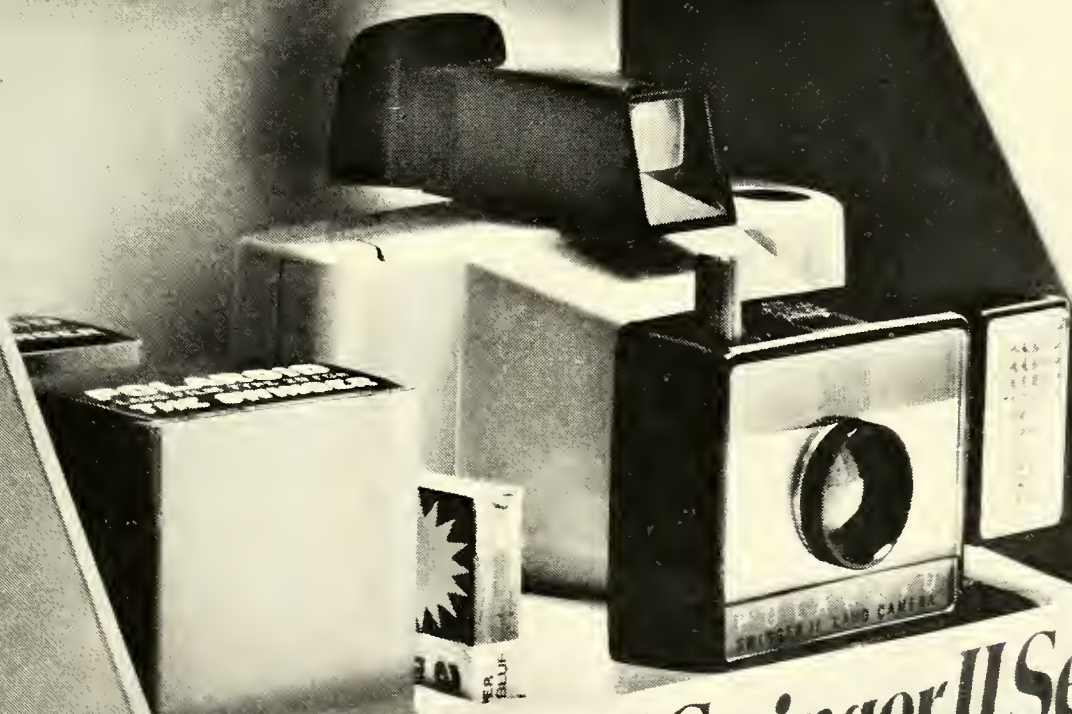
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COMMENT COMMENT COMMENT COMMENT COMMENT

Spanish lesson

In medical and pharmaceutical products it would appear that Spain is many years behind Britain, Switzerland, Germany and the Scandinavian countries. Many of the Spanish products being made and sold have long been outmoded in the other countries. That at least was one of the impressions gained by those British pharmacists who visited the country last week (see p 855).

However, changes are afoot. If the district visited was typical of Spain as a whole the variety of goods now sold in chemist shops would almost equal that in any British pharmacy except that photographs were absent.

Stock-control would appear to be a discipline yet to be implemented whether in hospital or retail pharmacy but it must be remembered that the hospital visited was not provided with money from the State and pharmacy there, as in Britain, is often bottom of the list in any share-out.

Those advocating the controlled distribution of pharmacies in Britain or those opposing it, could learn from Spain where control has existed for nearly 30 years.

They would learn, too, of the considerably greater costs per member of the Society looking after their affairs than in Britain. Among its tasks the Spanish Society gives permission for the opening of a pharmacy but we do not imply that there is any connection between this and the higher running costs. Fifty-two provincial, rather than one national body, could be expected to be more costly.

Mr Arderiu, the proprietor of the professional pharmacy visited, must have propounded a state of affairs which all his British colleagues would like to see when he said that there should be 12,000 population allotted to each Spanish pharmacy which would employ four or five pharmacists instead of the present 2,500-3,000 population per pharmacy with a single pharmacist. The larger unit, "no Utopian dream, but the European pharmacy of the future," would allow more time to study and to attend conferences and social events.

On the educational side the existing faculties of pharmacy are planning to reconstruct their courses along the lines of the Common Market countries.

Unlike the two previous tours arranged by the Institute of Pharmacy Management (to Norway and Holland) the

Spanish one was rather hampered by the language barrier when trying to seek out some of the facts. That of course is more the fault of the visitor than the visited.

On the success side contacts were established between pharmacists in the two countries which until then had been difficult, if not impossible, to establish. Now they are there for future development. As Professor Rowson said in his address of thanks: "In three days we have made some very firm friends."

A continuing process

Professor R. W. Niblett, of the University of London Institute of Education, recently predicted that within the next 100 years, increasing use will be made of drugs and psychotherapy in assimilating knowledge and facts. Whether that means that the pharmacy student of the future will be taking the drugs he is learning about, in order to help him remember what they are supposed to do, we don't pretend to know, but we do know that the student of today has not finished his learning process when he obtains his degree.

The student's progress in his career will depend very much upon the further knowledge he acquires in the years immediately after graduation, and the way he applies that knowledge already gained in the academic environment. It is therefore most important that he — or she — should make the most of the vital postgraduate training year, and in this year's *C&D* Careers section, starting on p 879, we have asked representatives of retail and industry to say what the student should be looking for. In the hospital article we look further ahead—at Noel Hall opportunities.

This issue also reports on the controversial inclusion of management in the undergraduate course. Mr Patterson makes out a sound case, and his views should be welcomed as a contribution to the experimentation in pharmaceutical education that has become a feature since the schools achieved their independence. Subject to the approval of the Council of the Pharmaceutical Society, 1970 may see the introduction of the first "sandwich" course — yet another experiment that should ensure that the training of the pharmacist keeps pace with the best in education, and fits him for the role he is to fulfil in the years ahead.

BUSINESS Q & A

We are considering closing our business when the decimal system comes into force. This is a private limited company. What is the modus operandi? Can you give us the approximate cost of winding up and how do the Inland Revenue deal with any existing stock. The business is small and run by my wife and self.

It is usually best first to dispose of any business assets before winding up, and stock is simply treated as part of the

ordinary sales of the business. Following this the directors must complete a Declaration of Solvency for filing with the Companies Registration Office. An extraordinary resolution to wind up must then be passed and an ordinary resolution is passed appointing a liquidator. It is the liquidator's job to realise the assets and pay off any creditors. He must then repay the shareholders. This is really a matter requiring professional advice.

What are the formalities for calling company meetings?

A notice of company meeting must give at least 21 days notice and should state the type of meeting (annual, extraordinary, etc.). The objects of the meeting should be

stated and any special or extraordinary resolutions should be stated in full. Finally the notices should contain a statement as to the right to appoint a proxy.

We wish to increase the capital of our company. What is the procedure?

You should first consider the "Articles" to ascertain the type of resolution necessary and the length of notice required. You should then call a meeting to pass the resolution to increase the capital. It is then necessary to file the following documents with the Companies Registration Office. Notice of Increase of Capital; Statement of Increase of Capital, bearing the additional duty of 10s per cent; Printed copy of the Resolution; Return of Allotments.

Regional pharmacists: No reason to delay says Society

The disappearance of Regional Hospital Boards during the re-organisation of health service administration must not be used as a reason to delay the appointment of regional pharmacists, says the Pharmaceutical Society.

In its comments on the Noel Hall report, which it generally views with favour, the Society points out that the 14 or more new regions proposed in the second Green Paper on health service administration will cover areas similar to those of present Regional Boards. There would therefore seem no reason to delay the appointment of regional pharmacists.

Endorsing the committee's statement that it would expect there to be sufficient work in most regions to justify a full-time appointment, the Society feel that such an appointment will be vital in all but the most exceptional regions. At the outset the regional pharmacist will have much work to do and he should only exceptionally have other pharmaceutical responsibilities.

The Society considers that regional pharmacists should be appointed before the Regional Boards begin looking at the re-organisation of their pharmaceutical services on an area basis.

It stresses that the hospital board "areas" must not be confused with the "area" to be administered by an Area Health Authority under the Green Paper proposals but sees no great difficulty in incorporating them in the administrative structure proposed by the Green Paper.

Where the report proposes that each area should provide adequate work for at least eight pharmacists, and mentions that in such an area the number of beds might be as low as 2,500, the Society is adamant that a team of eight pharmacists must not be equated with 2,500 beds.

Staffing must be determined in the light of local circumstances and should be determined on the basis of the organisation of patient services.

The Society assumes that there would be a co-ordinating committee of area pharmacists within a region to provide specialist pharmaceutical advice to the Regional Board.

Exception is taken to the suggestion that an advisory committee for the Regional Board, on which medical, nursing, pharmaceutical, administrative and financial interests would be represented, should be chaired by the Senior Administrative Medical Officer (SAMO).

The Society would like to see such an advisory body established as a standing committee of the Regional Board and with a Board member as chairman.

However, the Society would not object to the regional pharmacist being on the staff of the SAMO provided his right of direct access to the Board on pharmaceutical matters was reserved.

The five main levels of responsibility in the grading structure suggested are acceptable to the Society. It feels, how-

ever, that a pharmacist in charge of a district general hospital should always have the grading of principal pharmacist and wishes to see the reference to "large" district general hospitals deleted.

The need for flexibility within the structure to recognise special responsibilities at all levels not only in teaching hospitals, is emphasised.

The Society regrets that no mention is made in the report of a suggestion it put forward in evidence to the working party — that joint appointments of pharmacists holding a post in charge at a teaching hospital and lecturer at a school of pharmacy or medical school should be encouraged. It hopes the Department of Health may give consideration to the idea.

The committee's reference to "some" research in their recommendations on the hospital pharmacist's function is regretted as the Society feel that involvement in research should be one of his primary functions.

The comments include a call for the rapid implementation of the report, the early establishment of an acceptable career structure with adequate remuneration and facilities for postgraduate education for pharmacists.

LETTERS

Stop wailing

Mr George Raine, president of the Guild of Public Pharmacists, when he spoke some time ago at a conference, said, "let us now stop complaining about the miserable salaries of hospital pharmacists."

E. C. Tenner in "Open Shop" (May 23, page 780) noted this with dismay and a number of other people have regretted that Mr Raine made this remark.

Surely no one, not even the very astute officers of the Department of Health, really believes that hospital pharmacists are perfectly happy with their miserable salaries even now, after the interim award. Nevertheless, I believe Mr Raine is quite right to encourage his membership to be less like Uriah Heap and the "undeserving poor."

The Department of Health is well aware of the situation. A very tough team of negotiators leave no stone unturned to regularly apprise them of the facts.

It is by getting on with the job and providing a service which is second to none, with dignity and obvious satisfaction, that we will merit new realistic scales under the Noel Hall Report — not by wailing and wringing our hands in misery and self-pity.

Pharmacists, general practice and hospital pharmacists should now, of their

own volition, get together and provide a 24-hour service, and demand professional fees for such a service.

J. G. Roberts,
Group Pharmacist,
Chester City Hospital, Chester

Drug misuse

I was interested to read E. C. Tenner's comments (May 23, page 780) about dipping cigarettes into tinct. cannabis. He wonders whether the Home Office knows about this and whether the practice is widespread. A book that comments on this practice, and one that is well worth 10s, is "Drugs and the Police," Butterworth, 1968.

It says, "The addict soaks ordinary cigarettes in the tincture and is provided with a quite powerful reefer. The tincture has the effect of changing the colour of the cigarettes to green. This practice is quite legal but is restricted by the absence of cannabis tincture in most retail chemists shops."

Although the book is written by a police officer for the police service it contains excellent reviews of the many ways in which drugs are improperly used and includes a brief outline of present drug laws together with details of the extent of police powers in such matters. There is a useful glossary of "addicts' slang."

J. A. Goulding,
NPU Publications Officer

By appointment

As a director of a company employing representatives I noted with interest the letter from "Middlesex Pharmacist" (May 23, page 776) and the supporting comment last week in your Xrayser column. I appreciate the point that an appointments system provides the greatest convenience, and I certainly appreciate the value of goodwill resulting from the best possible service, but may I point to two possible reasons why the system is not more generally adopted.

The first is already implied by Xrayser in the reference to "Peak period pounce." Peak periods must be very similar from one pharmacy to the next, and it would follow that representatives would be unable to make sufficient appointments in these periods to occupy their time properly.

So as to eliminate risk of being late for an appointment, a representative would have to allow time as a margin against contingencies, thus reducing the number of calls made in a day.

Both these factors would make a sales force more costly to run, and would therefore lead indirectly to higher prices.

May I add that our company's own representatives are instructed to call by appointment when requested to do so.

A. D. G. Phillips,
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NEW STUDIES ON INTERFACIAL FILMS

The rheology of formulations and interfaces was the focal point of interest to pharmacists at a conference held at the School of Pharmacy, University of London recently under the auspices of the British Society of Rheology.

The formation of an interfacial film comprising either "liquid crystals" in their various forms or a network structure in two or three dimensions were described and used by almost all authors to explain the results they had obtained by experiment.

Liquid crystals are formed by high molecular weight molecules, whose structure is long and thin or long and flat. They are formed at low concentrations in three phase mixtures containing solutes of the long chain alcohol type. Although liquid, when examined microscopically under polarised light, the film is seen to be birefringent and therefore has a crystalline structure.

Work on the visco-elastic properties of interfacial films has been greatly facilitated by the development of surface rheometers.

Basically these are instruments that measure the torsional force exerted by a film of the material under study on a bob suspended by a torsion wire. The bob hangs in the plane of the interface of two immiscible fluids. The film of test material is formed in the same plane by a variety of methods. When the dish containing the film is rotated the film exerts a force on the bob that can be measured, usually by following the deflection of a light beam reflected from a mirror.

A fully-automated version of such an instrument was described by Mr B. Warburton, School of Pharmacy, University of London. The light beam falls on a photocell and an electronic servo system controls a stepping motor which rotates the dish. The assembly can provide the continuous shear conditions necessary for testing a liquid film, or the constant stress conditions needed to test a solid film in the creep mode.

It can also be used in free oscillation testing. Digital printout of the results is provided so that experiments on the changing properties of an ageing film can be continued over periods of days without operator attention.

A rather less sophisticated version of such an apparatus was described by Mrs Jean Boyd, Unilever Research Laboratory, Colworth, who was chiefly concerned with the properties of films of protein

formed by both spreading on, and diffusion to, an interface. Bovine serum albumen and ovalbumen were the principal materials studied.

The former was slower to change to a solid film, using a phosphate buffer at pH7, but gave a more rigid film than did ovalbumen at longer ageing times than 5 hours.

Dr C. Roberts, also from Unilever at Colworth, has developed a method of applying small torques, for work at small deformations, to a similar surface rheometer. A permanent magnet is moved by a controlled current which passes through a pair of deflecting solenoid coils, designed to give a uniform field.

This system allows the measuring mode to be either oscillation or creep.

Using the same torsion principle, Dr P. Joos, Physical Biochemistry Laboratory, University of Ghent, Belgium, has determined the apparent surface viscosity of monolayer films formed from mixed components. Most mixtures follow the Eyring theory that log (surface viscosity) is directly proportional to composition.

This is true for mixtures of stearyl lecithin and cholesterol, but digitonin penetrating a cholesterol layer shows pronounced interaction and gives a high surface viscosity.

Miss S. Kislalioglu, School of Pharmacy, University of London, described the properties of surface films of gelatin as measured by the Warburton rheometer, relating the changes to increase in layer thickness by diffusional transport and by hydrogen bonding which tends to reconstitute the original collagen.

Using the by now almost conventional viscometric methods, such as the Weissenberg rheogoniometer and the Ferranti-Shirley, Mr D. B. Mistry has determined the bulk rheology of the system sodium dodecyl sulphate—1-hexadecanol—water under cycling accelerated storage conditions.

Dr B. Barry, Portsmouth, gave a lively account of how the visible structures in pharmaceutical creams made using mixed emulsifiers, such as the emulsifying waxes of the British Pharmacopoeia, correlated with molecular structure.

His colleague Mr A. J. Grace reported studies of white soft paraffin, which showed a transition point between 25 and 30°C. Despite warnings issued by participants in the discussion, about the dangers inherent in deductions made from activation energy plots, Mr Grace stood by his conclusions.

An interesting paper was a rather speculative one by Dr P. Sherman, Unilever Ltd, who put forward a tentative scheme for the consumer evaluation of a pharmaceutical cream or ointment. His scheme was an extension of the current Unilever method of panel evaluation of foodstuffs, which is soundly based on commercial experience. Dr Sherman was also prominent in discussion, dispelling the impression that film measurements were connected only with emulsion stability. All emulsion properties are affected by the behaviour of the surfaces dividing the phases.



Right: B. Warburton, D. B. Mistry and Miss S. Kislalioglu

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PROFESSIONAL NEWS

Pharmaceutical Society
of Northern Ireland

NI Council agree higher retention fee

The Council of the Pharmaceutical Society of Northern Ireland agreed at their monthly meeting in Belfast on May 21 to have regulations drafted increasing the retention fee to £8 10s.

Mr. W. T. Hunter, chairman, Finance Committee, reported that his committee's review of estimated income and expenditure showed that apart from increased running expenses the Society would next year face a reduction in the proportion of licence fees allotted to the Society by the Ministry of Home Affairs, from 70 per cent to 50 per cent.

If the present bank overdraft was to be cleared and the Society remain solvent over the foreseeable future a retention fee of £8 10s would be necessary for those in full time employment. Members who worked for not more than three months in the year should be charged £4 and students £1.

In reply to a question Mr Hunter said the Pharmacy and Poisons Act (National Insurance) 1955 placed a ceiling on the amount of the retention fee. When regulations fixing the retention fee at that ceiling had been in operation for some time Council had approached the Ministry of Home Affairs and secured an increase in that part of the total licence fees allotted to the Society from 50 per cent to 70 per cent. It was now intended to revert to an equal sharing.

Mr Hunter pointed out that because of lack of funds, a Calendar had not been published for many years and the last Poisons Guide was issued in 1966. Other aspects of the Society's income were being closely looked at.

In his report from the Education Committee Mr. A. N. Morrison said a deputation consisting of the president, Mr J. Kerr, with Dr R. G. R. Bacon, himself and the secretary, Mr W. Gorman, had met officials of the Ministry of Education to discuss the proposal to transfer the third and fourth year courses for the degree in pharmaceuticals to the new regional college at Jordanstown. They had been informed that officials of the Ministry had discussed the matter with representatives of the University, who had been asked to explore means of providing the third and fourth year courses from within the main University building. A number of the students had had talks with the Ministry officials and pointed out the disadvantages.

Concerning the syllabus for the refresher course it was proposed to hold in September, Mr Morrison understood some difficulty might arise in getting General Health Services Board approval. Mr H. W. Gamble said the syllabus was along the lines of an introduction to quality control. A committee of the Board had recommended that the course should not be recognised; contractors attending it

would not receive certain expenses. The Board would be happy to recognise a course that would be of direct benefit to a pharmacist contractor.

The Secretary said an approach had been made to Dr Newcombe, head of the pharmacy department at the College, who was investigating the possibility of making out a syllabus that would be acceptable to both the Board and the Ministry of Health and Social Services.

Reporting on district branch meetings held in Newcastle and Londonderry the president said it was apparent that members were not aware of the responsibilities of the various pharmaceutical bodies. A wide field of pharmaceutical activities had been covered and matters of policy that were within the province of the Local Pharmaceutical Committee and the Ulster Chemists' Association had been raised.

At Londonderry most of the evening had been spent discussing the viability of health centre pharmacies. With the secretary he had met a planning official before the meeting to find out how pharmacies were likely to be affected by an extensive redevelopment plan that had been prepared for the city.

A health centre was proposed for the Waterside district and he understood the pharmacists in that area were interested in providing a pharmaceutical service from a pharmacy within the centre. Another health centre was proposed for Ballyarnett but it seemed unlikely that the pharmacists there would be interested in accommodation for a pharmacy. At both meetings urgent appeals had been made by members for some change in the system of payment for NHS dispensing. The sliding scale of on-cost was one of the main bones of contention.

Responsibility for acts by a locum

The question a pharmacist's responsibility for acts by a locum was raised by Mr D. Moore who said he had been asked if chemist contractors intended to press for an alteration in their terms of service so that, as with doctors, a contractor on holiday would not be held responsible for the action of the locum.

The secretary said the parties to a contract to provide a pharmaceutical service were the chemist contractor and the Board. For any breach of the terms of the contract arising out of the dispensing of prescriptions, since the locum was not a party to the contract, the Board had no

remedy against him but had to proceed against the contractor. Mr. Gamble said that if a doctor who had a contract with the Board to provide a medical service acted as a locum for another doctor and in the course of his work broke the terms of service for doctors the Board could hold the locum responsible.

Mr Boyd and Mr O'Rourke had attended the May meeting of the British Pharmaceutical Conference Executive in London to present the income and expenditure account and balance sheet for the meeting in Belfast in September, 1969. When all the accounts had been paid a sum of money remained which had been transferred to the Northern Ireland Society.

The Council granted the application of Joseph Deighan, 46 Marchmont Street, London WC1 for the restoration of his name to the register of pharmaceutical chemists for Northern Ireland.

A Press report denied

The president said that two recent issues of the *Retail Chemist* had contained articles about pharmacy in Northern Ireland which he considered contained false and misleading statements. After discussing the articles in question the Council agreed to issue the following statement:

"The attention of the Council of the Pharmaceutical Society of Northern Ireland has been drawn to certain false statements of fact contained in the issues of the *Retail Chemist* dated May 7, 1970, and May 21, 1970.

The issue of May 7 refers to the attempt by the Ulster Government and the Pharmaceutical Society of Northern Ireland to persuade chemists to join into consortia to operate from the proposed health centres to be set up throughout the country. Neither the Northern Ireland Government nor the Pharmaceutical Society of Northern Ireland has attempted to persuade consortia of pharmacists to provide a pharmaceutical service from a health centre pharmacy.

Meetings of pharmacists likely to be affected by the movement of doctors into proposed health centres have been held in a number of areas throughout Northern Ireland. In some cases pharmacists have decided to form consortia and operate from a health centre pharmacy. In other cases the decision was taken not to ask for accommodation for a pharmacy within the health centre. Those concerned reached the decisions made by their own free will and volition.

The issue of May 21 states that Romilar sweets and Gee's linctus are freely available from chemists in Northern Ireland. The chief pharmaceutical inspector of the Ministry of Home Affairs, the body responsible for the administration of the poisons legislation, has informed the Council that the statement is untrue. A similar control on the retail sale of the substances applies in Great Britain and Northern Ireland. The Council consider the publication of the statements referred to above as irresponsible and detrimental to the pharmaceutical profession in Northern Ireland."



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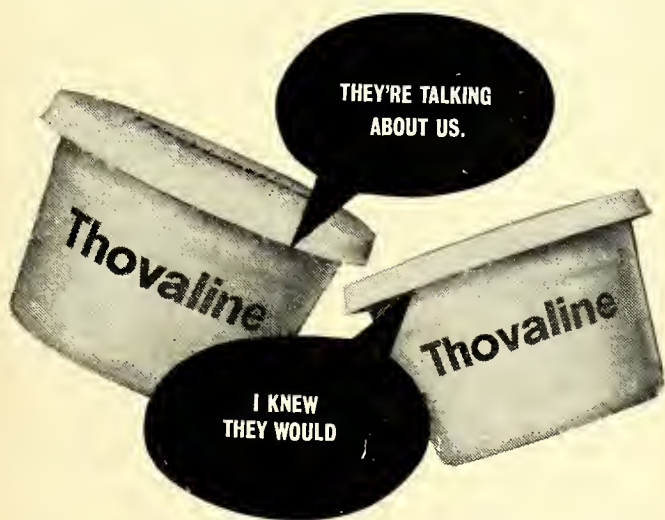
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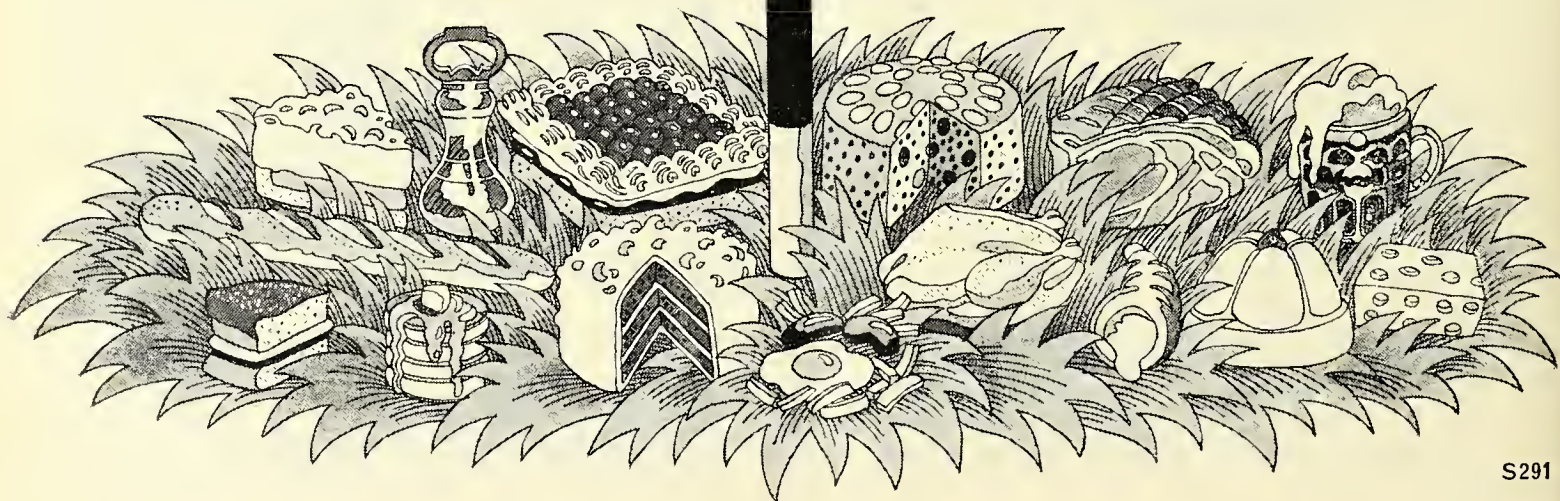


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MARKET NEWS

Wage awards push up chemical prices

London, June 3: Increases in manufacturing costs, of which a recent wage award within the chemical industry forms a major part, has put up the price of paracetamol by sixpence kg, according to one maker. Thiamine salts and riboflavine are dearer by 9s and 8s a kg respectively, but vitamin A in oil is reduced.

In crude drugs Peru balsam was dearer on the spot following withdrawal of offers in El Salvador. Matto Grosso ipecacuanha was dearer by one shilling lb on the spot and Brazilian menthol by two shillings. Lower were gentian by 15s cwt and American lobelia by ninepence lb for shipment.

Among essential oils all citronellas were firmer and Spanish rosemary was up by two shillings lb.

Pharmaceutical chemicals

Ascorbic acid: (Per kg) 1-kg 31s; 50-kg 25s. Coated plus 1s 6d; **Sodium ascorbate** plus 4s 6d.
Bemegride: BPC £16 kg.
Benzamine lactate: 500-kg lots, 1,023s per kg.
Calciferol: Above 5-kg lots 3s 3d per g.
Cantharidin: £75 per 100g.
Carotene: Suspension 20 per cent 334s 6d kg.
Cyanocobalamin: Up to 200-g lots 42s per g.
Ephedrine: (25-kg per kg) Alkaloid 229s 3d; hydrochloride 178s; sulphate 183s 9d.
Folic acid: £36 kg delivered.
Glucose: (Per ton) monohydrate; powder £79; anhydrous £150 10s; liquid 43° Baume, £62 (5-drum lots).
Glycerophosphates: Calcium 29s 6d kg. Iron 37s 10d; Magnesium 39s 11d; Manganese 57s 5d; Potassium 50 per cent 9s 8d; Sodium 50 per cent 6s 11d; powder 22s 10d.
Glycerin: BP spot lots, 5 tons in loaned drums 215s cwt; 1 ton 218s cwt, in 56-lb tins 230s and 233s respectively for same quantities delivered.
Homatropine: (500-g) Alkaloid 1,182s kg, hydrobromide 935s; hydrochloride 1,106s; methyl bromide 973s; sulphate 1,145s.
Hydrogen peroxide: 27.5 per cent. £113 3s; 35 per cent. £135 16s per 1000-kg in 50-kg containers.
Hydroxocobalamin: 105s per g.
Hyoscyamine sulphate: 1 kg £55 10s.
Iodides: (Per kg) Potassium 28s 7d for 250-kg; lots.
Iodine: Crude 24s 2d kg; 50-kg resublimed 40s kg.
Iodoform: (per kg) powder, 50 kg 67s 6d; crystals, 6s 6d more.
Noprenaline sulphate: 5-kg 273s kg.
Menaphthone: 100-kg lots £6 kg; **Aceto menaphthone:** 112s 6d; **menaphthone sodium bisulphite** (vitamin K) 72s 6d.
Mercurochrome: 145s, per kg.
Methyl salicylate: 250-kg 8s 5½d kg.
Nicotinamide: (Per kg) 1-kg 34s 6d; 50-kg 29s kg.
Nicotinic acid: 1-kg 30s; 50-kg 24s 6d kg.
O-Panthenol: 180s kg; 5-kg 170s kg.
Paracetamol: 1,000-kg lots 22s 4d kg; 10,000-kg 21s 4d kg.
Pyridoxine: (Per kg) 170s; 5-kg tin 167s kg. 25kg drum 165s.
Riboflavine: (kg) 5-kg lots 168s; 25-kg 166s.
Saccharin: BP powder 1 lb and over 15s 6d per lb. Sodium salt BP 14s.
Santonin: Prices nominal.
Theophylline: (50-kg) BP 39s 3d per kg; hydrate 38s 3d and aminophylline 28s 3d per kg.
Thiamine: Hydrochloride and mononitrate 147s kg; 5-kg 145s kg; 25-kg 143s.
Vitamin A: Oily 1m international units per gm, -9-kg 163s kg; 10-50-kg 158s kg.
Vitamin D: Powder for tableting, 850,000 i.u. per g. 55s per kg. Crystalline see under calciferol.
Vitamin E: (kg) 10-100 kg lots. 244s; 25 per cent dry powder 97s.
Zinc carbonate: BPC 25-kg sacks 5s 2d kg.

Zinc chloride: BPC 1959 sticks 23s 4d per kg, granular £125 metric ton.
Zinc peroxide: 1-cwt lots of BP 1953, 5s 3d per lb.
Zinc sulphate: monohydrate £58 per 1,000 kg; heptahydrate £35.

Crude drugs*

Balsams: (Per lb) **Canada:** 33s; prompt shipment 32s 6d., cif. **Copaiba:** 10s 6d spot. **Peru:** 17s 6d spot. **Tolu:** BP 14s, genuine as imported 41s 6d, cif. **Ipecacuanha:** Matto Grosso 63s lb spot.
Jalap: Mexican 15s 8s lb, cif.
Lobelia: (lb) Dutch, 4s 9d, spot, 4s 4d, cif; American 9s, cif.
Menthol: (lb) Chinese 60s spot; 59s, cif; Brazilian 37s, spot; 36s, cif.
Pepper: Sarawak white 3s 9d spot; black 3s spot.
Saffron: Mancha superior 530s per lb.
Seeds: (Per cwt) **Anise:** Star, 170s, Spanish green 245s spot. **Caraway:** Dutch 172s 6d spot. **Celery:** Indian, new crop July-August 325s, cif. **Coriander:** Moroccan 90s spot, new crop for June-July shipment 76s cif. **Cumin:** Iranian 165s spot. **Dill:** Chinese 125s duty paid. **Fennel:** Chinese 110s (50-kg). **Fenugreek:** 70s duty paid, shipment 56s, cif. **Mustard:** English 60s-90s as to quality.

Essential and expressed oils*

Almond: Imported 13s kg spot.
Amber: Rectified spot 2s 6d per lb.
Anise: Chinese 15s lb spot, 14s 6d, cif.
Bay: 60s spot.
Bergamot: New crop top grade 88s lb.
Birch tar: Rectified 16s lb spot.
Bois de rose: Brazilian 40s 9d kg spot; 38s 6d, cif.
Buchu: Nominal.
Cade: Spanish 2s 10d lb, drum lots.
Cajuput: Spot from 11s lb.
Camphor, white: 7s kg, duty paid, 6s 6d cif.
Cananga: Java 60s kg.
Caraway: Spot 60s lb; English 80s.
Cardamom: Indian 525s per lb English 1,930 kg.
Cassia: 80-85 per cent; 19s lb.
Castor: BP £200 ton naked ex mill.
Cedar: Leaf 25s lb; wood African 7s 6d; American 13s 6d.
Celery: Prices nominal.
Cinnamon: English distilled 52s oz; Ceylon leaf 14s 6d lb; Seychelles leaf rectified 19s.
Citronella: Ceylon 6s 10½d per lb spot; 6s 9d, cif. Chinese 9s 1½d spot; 9s 2d, cif.
Clove: lb Madagascar leaf 11s 6d in bond; 11s 3d cif. English distilled £16 kg.
Cod-liver: BP (45-gal drums) 12s per gal; veterinary from 9s 10d to 10s 9d.
Coriander: From 45s per lb spot.
Cubeb: English distilled 100s per lb.
Cumin: English from 120s lb; imported from 100s.
Dill: BP 52s 6d lb spot.
Eucalyptus: Chinese 80-85 per cent 12s kg in bond; 11s, cif.
Fennel: Spanish sweet 13s 6d lb.
Geranium: Bourbon 110s lb.
Ginger: (per lb) Indian 365s; Chinese 80s nominal; Jamaican 175s.
Juniper berry: English 250s lb; imported from 30s.
Lavandin: French 30-32% 24s lb.
Lavender: French 40-42% 50s lb.
Lavender spike: Spanish 24s 6d lb.
Lemon: Spot from 35s lb; Sicilian 60s-75s., cif, as to quality.
Lemongrass: Spot 62s 6d kg; 51s 6d, cif.
Nutmeg: East Indian 45s lb; West Indian 80s; English distilled 125s.
Olive: Spot, £335 per ton ex wharf duty paid. Spanish for shipment £285-290 metric ton fob; Moroccan-Tunisian, no offers.
Palmarosa: 200s kg spot; 187s 6d, cif.
Patchouli: Spot 26s to 27s 6d per lb duty paid; shipment 23s to 26s 6d, cif according to quality.
Pennyroyal: Spot 16s 6d lb.
Peppermint: (lb) *Arvensis* Chinese spot 18s, 17s 6d, cif. Brazilian spot 17s 3d; shipment 17s, cif. American *piperita* 35s 6d to 40s, cif.
Petigrain: Paraguay Spot 19s lb; 18s cif.
Pimento: Leaf spot 25s to 30s lb; berry 32s 6d.
Pine: *Pumilonis* 15s 6d to 17s 6d per lb; *sylvestris* 11s; *abietis* 20s.
Rosemary: Spanish 13s 6d; Tunisian 11s 6d lb, spot.
Sage: Spanish 17s 6d per lb.
Sandalwood: Mysore spot 285s kg. East Indian for shipment 270s, cif.
Spearmint: American 52s lb; 34-35s, cif. Chinese spot 32s 6d per kg; shipment 61s cif.
Vetiver: Bourbon, spot, 100s per lb.

* Prices obtained by importers or manufacturers ex warehouse for bulk quantities.

TRADE MARKS

Applications advertised before registration 'Trade Marks Journal' May 13 No. 4785

Guards, 933,021, by Carreras Ltd, Basildon, Essex. For perfumes (3)

Galore, B939,675-76, **Secret Touch**, B939,683-84, by British American Tobacco Co Ltd, London SW 1. For perfumes, non-medicated toilet preparations, cosmetic preparations, dentifrices, depilatory preparations, toilet articles, sachets for use in waving the hair, shampoos, soaps and essential oils (3) and for deodorants, medicated creams and medicated lotions (5)

Formula 44, 916,009, by Richardson-Merrell Inc, New York, USA. For decongestant preparations for the treatment of coughs (5)

Provum, B939,997, by Organon Laboratories Ltd, Morden, Surrey. For medicines and pharmaceutical preparations, all for use in the treatment of gynaecological conditions and to assist fertility; and all for human and veterinary use (5)

Incut, B941,082, by C. H. Boehringer Sohn, Ingelheim am Rhein, Germany. For pharmaceutical and veterinary preparations and substances, all for the treatment of infections and/or inflammations of the ear (5)

Impetus, B941,231, by Reckitt & Sons Ltd, Hull, Yorks. For pharmaceutical, veterinary and sanitary substances; disinfectants, deodorants and insecticides, all for sale in the United Kingdom otherwise than for export but not excluding goods for export to the Irish Republic (5)

Vascularin, 941,421, by C. H. Boehringer Sohn, Ingelheim am Rhein, Germany. For pharmaceutical, veterinary and sanitary preparations (5)

Deriton, 941,670, by Con-Stan Industries Inc, El Monte, California, USA. For biological, pharmaceutical and dietetic foods (5)

Intalco, 941,769, by Fisons Pharmaceuticals Ltd, Loughborough, Leics. For pharmaceutical, veterinary and sanitary substances; infants' and invalids' foods; material prepared for bandaging; disinfectants (5)

Scuromin, B943,329, by Societa Farmaceutici Italia, Milan, Italy. For chemical products for use in hygiene; pharmaceutical and veterinary preparations (5)

Demovis, 943,474, by Warner-Lambert Pharmaceutical Co, Morris Plains, New Jersey, USA. For pharmaceutical preparations and substances (5)

Calmurid, 945,093, by Pharmacia AB, Uppsala, Sweden. **Quitax**, 948,425, by Boehringer Mannheim GmbH, Mannheim, Germany. For pharmaceutical preparations (5)

Germolets, 945,799, by Beecham Group Ltd, Brentford, Middlesex. For all goods (5)

Bayovax, 948,681, by Farbenfabriken Bayer AG, Leverkusen, Germany. For veterinary products (5)

Sedimeg, **Sedimic**, 949,109-10, by Reckitt & Sons Ltd, Hull, Yorks. For pharmaceutical and veterinary preparations, all for sale in the United Kingdom, otherwise than for export, but not excluding goods for export to the Irish Republic (5)

Medalem, 949,850, by British Chemotherapeutic Products Ltd, Bradford, Yorks. For medicated beverages (5)

COMING EVENTS

Monday June 8

Hertfordshire Branch, National Pharmaceutical Union, Caledonian Hotel, Watford, at 7.45 pm. Mr H. C. Watkins, on "NPU Marketing—one year after."

Tuesday June 9

Cardiff Branch, Pharmaceutical Society, Royal Hotel, Cardiff, at 7.30 pm. Annual meeting.

The Galen Group, Croydon, Friends' Meeting House, Park Lane, Croydon, at 8 pm. Mr D J. Leech on "Heraldry."

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PREPARING FOR A CAREER

RETAIL

Making the most of the postgraduate year

D. Royce

During the past few months a great deal has been written and said about the pre-registration experience necessary to complete the training of the pharmacist. But very little has been said to enlighten the student about what he is expected to acquire during this year of apparent working time."

Having reached the required academic standard, the student may well inquire: "What is this mystique, this much vaunted experience, which is so essential before I am permitted to take charge of a pharmacy?" If he intends to follow a career in industry or teaching he may well be forgiven for asking "Why should I be compelled to waste many months before I can be registered as a member of the Pharmaceutical Society?"

The answer to both these questions lies in the fact that only a registered member of the Society is legally entitled to control a pharmacy. The disaffected chemist or the disillusioned industrial pharmacist might well decide to go into general practice and if he is a registered member of the Society, there is nothing to prevent him from taking immediate control of a pharmacy.

In the best interests of the profession and of the public, the Council of the Society would be wise to insist that registration is conferred only upon those who are adequately experienced in general practice. To my mind the word "adequately" cannot be applied to a period of less than six months and I believe pre-registration training should be taken in hospital or in retail. Here I am concerned only with the latter.

Whatever may be the professional aspirations of the student, he should realise at the outset that a retail pharmacy is a commercial venture (or adventure) and that few pharmacies are capable of economic viability on the strength of dispensing alone. Traditionally the pharmacy is associated with the selling of medicinal and surgical goods, and with photographic and toiletry ranges.

Owing to the abolition of resale price maintenance the last two may well be regarded as declining assets, but the overall picture is not likely to change in the immediate future. Some pharmacies also specialise in the handling of veterinary and horticultural products, but the important thing is that the sale of any of the goods I have mentioned need not detract in any way from the professional image

of the pharmacist. All require the specialised knowledge which falls peculiarly within his scope.

Of course, wherever there is retailing, there is competition, and the intending retail pharmacist will do well to assimilate the essentials of efficient merchandising. He should appreciate the difference between "buying" and "ordering", he should study the layout of the pharmacy, the positioning of displays and the most effective use of lighting. He must ensure the good condition of his merchandise by insisting on cleanliness and effective stock control.

He will do well to consider the importance of well-trained staff with sound product knowledge, and the ways in which he can draw out their best endeavours. He should interest himself in business analysis and the "key ratios" which give a measure of profitability and effective use of capital. It is here that the trainee who opts for private pharmacy will tend to gain, because he is in the "head office" as well as in the pharmacy, and facts and figures will be readily available.

Leaving the purely retail side, the student should pursue his economic studies into the dispensary. Consideration of the economics of the National Health Service will lead him to the work of the Chemist Contractors' Committee.

This will bring into focus the work of the Local Pharmaceutical Committees, the Executive Councils, the Pricing Bureaux and the whole structure of local and national health service organisation.

Turning to professional considerations,

what lies in store for the general practice trainee? Contrary to what the cynics would have him believe, he will find that there is contact between doctor and pharmacist, that there are many pharmacies where doctors drop in quite naturally and informally to discuss pharmaceuticals and to seek information. In consequence, the student will realise the importance of an adequate range of reference books, concise digests of information and properly indexed filing systems.

He will meet the inspector of the Pharmaceutical Society and the local police officer and discover how the law (tempered by commonsense) enables an effective control to be exerted over the distribution of potent and dangerous drugs.

He will find that no-one is infallible and will come to appreciate the necessity for constant vigilance, to prevent the intrusion of error into his own work and that of his professional colleagues. When errors do arise he must learn how to deal with them in such a manner as to avoid professional friction and needless antagonism.

The trainee will further discover that the role of the general practice pharmacist is complementary to that of the doctor. He will frequently be asked for guidance or advice, and must learn to exercise his professional judgment in distinguishing between those cases in which he can be of direct service to the customer and those where it is desirable, or essential, that the customer be directed to the doctor.

He must also appreciate the folly of attempting to usurp the functions of his professional colleagues.

The wise trainee will also use his year to advantage by making contact with the local branches of the Pharmaceutical Society and the National Pharmaceutical Union and so familiarise himself with the channels through which he can express his views on the development and organisation of his profession.

It should now be apparent that there is more to controlling a pharmacy than academic proficiency alone. Allied psychology, business acumen, tactfulness, patience and sheer hard work are all in demand. The thoughtful student cannot fail to be impressed by the wealth of general guidance, legal help and business services which are made available through the professional organisations, but to familiarise himself with these and to develop the faculties referred to above, time and experience are essential.

A career in retail pharmacy is very demanding but full of interest and can give great personal satisfaction. If you contemplate such a career, bring an inquiring mind to your pre-registration training. Far from being a wasted year, it could well prove to be the most fruitful year in your professional life.



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RETAIL

*the right start with
the multiples*

The arrangements made for pharmacy graduates joining the Boots organisation are designed to meet two main training needs. Firstly, the graduate requires an opportunity to relate his academic training to the practical situation, to exercise the skills he has learned, and to expand his knowledge into those pharmaceutical areas which, though highly relevant to his new situation, will have been inadequately covered at college. In order to practise these professional skills effectively however, he will need both to understand and to have an ability to control the commercial and managerial environment in which he finds himself.

Believing that graduates join the company with confidence in their academic knowledge, and practised as students, Boots' main concern is not to teach new material but rather to direct and inform the students' inquiries and experience. To this end each pharmacist supervising a graduate's training is provided with "guidance notes" in two parts, one for himself and one for the graduate.

The notes are a check list of knowledge and areas with which the graduate is expected to become familiar in the course of his

training. Topics are covered under such general headings as reference books, prescription procedure, dispensary stock management, oxygen, elastic hosiery and trusses, dealing with people.

The pharmacist will check through the list with the graduate at intervals, making arrangements for the necessary experience to be provided.

Guidance is also given on the periods of time to be spent in various sections of the pharmacy and in general about half the time will be spent in the dispensary while the supervising pharmacist is encouraged to be flexible in his approach, bearing in mind the varying needs of graduates according to their experience and ability and the guidance given allows room for such adaptability.

Commercial and managerial training is covered by a 13-month training for management programme for selected graduates. This commences in about March of the postgraduate year and is not complete until after registration. The programme uses a variety of techniques—programmed learning, local seminars, project work of various sorts—but its main feature is a week's residential course at either end of the programme.

The postgraduate training is designed to produce pharmacists on whom the company can rely to discharge their responsibilities and who have the confidence of their own abilities to deal with the vast majority of situations they are likely to meet.

The managerial training is designed to give the pharmacist sufficient competence

to run a modest shop and those who successfully complete the course are then considered for managements as they become vacant.

Salaries offered are as follows: Post-graduate students, £1,065 to £1,150 per annum, according to district; pharmacists on registration £1,460 to £1,585 per annum, rising to £1,615 to £1,745 per annum; managers £1,950 to £3,650 per annum.

The larger private multiples also offer training schemes for their postgraduate students. For example, the Weston Group, who still have a limited number of vacancies available this year in the London, Midlands, Northern, Southern and Bristol areas, feel able to give a student who is interested in retailing as a career a thorough grounding in general practice pharmacy. This is intended to equip him for early management. Salaries and terms of employment are comparable with those offered by Boots and the company guarantees future employment to the student after qualifying.

The training given to students this year, in addition to their practical training at branch level, has included two short courses in retail management studies. Companies such as Westons can offer exceptional opportunities for young pharmacists joining at the present time, due to their rapid growth, offering the chance of swift promotion dependent upon the ability of the individual.

Inquiries regarding employment as post-graduate student should be directed to the managing director, Mr R. Weston, PO Box 111, Sheffield.

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chemists

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Enquiries to the Chief Pharmacist.

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Applications to the House Governor

Birmingham Regional Hospital Board UNIVERSITY OF ASTON IN BIRMINGHAM

M.Sc. course in pharmaceutical sciences

A two-year sandwich-type course leading to the degree of MSc in pharmaceutical sciences has been established at the University of Aston in Birmingham. The next course will commence in January 1971. The course is sponsored by the Birmingham Regional Hospital Board, who finance each year eight new supernumerary appointments in selected hospitals in the region.

Applications are invited for these appointments which are open both to candidates already employed in, or planning to join, the hospital service. The salary for the posts will be in accordance with the NHS scale commencing at £1,325 per annum. Application will be made for authority to enable candidates already employed in the service to retain their existing salaries.

The minimum entry requirements for the course is normally a second class honours degree (Division II) in pharmacy of a British University or its equivalent. Consideration will also be given to candidates with equivalent professional qualifications associated with industrial or other experience. The course tutor may also require adequate additional tuition in topics currently presented in the final year of the first degree course.

Selection for the course will be made by the University in conjunction with the Board, and by HMCs or the Board of Governors taking part in the scheme.

Application forms from the course tutor, Dr. P. S. J. Spencer, Department of Pharmacy, The University of Aston in Birmingham, Gosta Green, Birmingham 4, to be returned by 21st July 1970. The syllabus for the course is available on request to the University.

HOSPITAL

Follow-up on Noel Hall Opportunities

T. D. Clarke, group pharmacist,
Lumpsall Hospital

Sociologically, hospitals have a life of their own, and the hospital pharmacist comes part of that life whether he likes it or not. At one time, the pharmacy maintained a large degree of isolation, but over the past 20 years there has been a steady increase in the contact between medical and pharmacy staffs — as between all wards and departments.

This has come about because of the great increase in medical knowledge and the gradual realisation that no single individual or profession can claim to be the all-embracing authority on everything required to treat patients in the present day hospital. This increase in intercommunications forms the basis of the philosophy of the "ward pharmacist."

The report of the Sir Noel Hall working party on the Hospital Pharmaceutical Service has recently been published. Although it is open to comment before it is fully accepted, there can be little doubt that it will revolutionise hospital pharmacy.

The report states: "The pharmacist could be fully employed on duties appropriate to his professional training. These are primarily the management of his area, section or activity, the laying down of safe systems of work, the proper exercise of his advisory role, some research and development of and participation in systems which enable the pharmacist to co-operate with doctors, nurses and administrators in securing the safe, efficient and economical use of drugs."

The report goes on to detail the six main areas where the advisory function of the pharmacist will be necessary. These are:

- Drug formulation, stability, incompatibilities and conditions of storage
- Dosage and methods of administration
- Qualitative and quantitative identification of drugs and pharmaceutical preparations
- Drug inter-reactions, contraindications, and side effects
- Drug costs and sources of supply
- Co-operation with clinicians in the provision of a drug information service

To have the depth of knowledge necessary for this advisory function places a responsibility on the graduate to continue studying. For the man or woman who wishes to make hospital pharmacy his or her career, there are opportunities to take a Masters degree on a part-time basis after entry into hospital pharmacy. Chelsea College of Science and Technology offer a course in biopharmacy which is designed primarily for hospital pharmacists, for which most hospital authorities will grant the necessary time

off. Sheffield and Birmingham Regional Hospital Boards have places available for a limited number of young hospital pharmacists who wish to take higher degrees. Other Regional Boards are following suit, and as the service develops this will become a more normal feature of the hospital pharmaceutical service.

The salary structure for hospital pharmacists has considerably improved. Pre-registration students will commence at £1,000 pa. The pharmacist grade commences at £1,325 pa and the chief pharmacist category V scale has a maximum of £2,862. In addition to this there are group allowances up to £325 pa and teaching hospital allowances up to £494 pa.

A new career structure is envisaged in the report of the working party. There will be five grades of pharmacists including two which have a greater responsibility than any of the present grades. These are the Area Pharmacist and the Regional Pharmacist. These posts will be largely managerial or executive having responsibility for an Area or a Region and will have salaries commensurate with the posts. It has also been put forward that a pharmacist who wishes to devote his career to a specialised subject, for example quality control, will be able to do this and still expect a reasonable return for his work.

The hospital service has been short of pharmacy graduates in the past due to the low levels of salary offered. This position is now changing but at the present there are many vacancies. Many of the present occupants of senior posts will retire in the next ten years. With the implementation of the Noel Hall report a number of more senior posts will be created. It is also likely that there will be a need for a pharmaceutical

officer on the staff of the proposed Area Health Authorities.

Although it must be said that entry to such higher posts will not be restricted to hospital pharmacists, it is likely that the pharmacist who has increased his academic attainment, and has gained knowledge and experience of pharmacy and management in the hospital service, will be the sort of person an appointing body will be looking for.

Conditions of service are good in hospitals. The working week is quite short and the hours are regular, giving ample opportunity to continue study or develop outside activities both in the evenings and at weekends. Annual leave is generous, rising with promotion and service to six weeks for the higher posts. Expenses and leave are available for graduates who wish to attend approved courses and conferences. Many hospitals have good extramural facilities including dramatic societies, classical music societies, sports and social clubs.

Personal indemnity insurance is offered as part of the membership fee of the Guild of Public Pharmacists, which is open to all hospital pharmacists. The Guild has the major voice on the staff side of the committee which negotiates salaries and conditions for hospital pharmacists. The Guild has a local branch in each area which provides a meeting point for members for professional, academic and social purposes. Other services provided by the Guild include a monthly journal and an annual week-end school.

A career in hospital pharmacy offers a continuation of pregraduate education into postgraduate application and higher academic degree; a good career with excellent promotion prospects and a fully-balanced and satisfying way of life.



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are living in a time of rapid change; change brought about by a vast increase in knowledge, the development of new technologies and modifications of the social fabric. This has produced not only a different general environment, but changes in the business climate, and, last but not least, changes in man's personal needs.

In the past a company recruited people and gave them enough training to carry out particular tasks allocated to them. There was little need to consider the requirements from the standpoint of the individual. Today a progressive company must meet its organisational goals in ways that also meet the personal requirements of its employees. In deriving a total training plan it is therefore necessary to look at both the requirements of the organisation and to see how individuals can be trained and developed to meet those needs while at the same time satisfying their own requirements at work.

In the Pharmaceuticals Division of ICI we recognise the relationship that exists between the needs of the individual, those of the work group of which he is a member, and those of the organisation of which his work group is a part.

We also believe that each set of needs passes through three distinct phases. For the individual the initial phase is concerned with giving him the basic skills and knowledge to do his job; in the second he becomes more skilled and experienced in his job and the training function is then concerned with his higher order learning needs. In the third phase, training is given to those staff to help them further in their job.

With the work group and the organisation, the initial phase is concerned with making individuals aware of the problems of working in a group and solving problems between groups. In the second phase the training function is to help work groups to become more effective, and finally to develop relationships within the groups and between those that are sustaining; the purpose of this is to develop an effective organisation of people.

Using this general plan as a means of developing both the individual and the organisation, what influence does the individual have on his own development and that of the organisation? The philosophy of the Pharmaceuticals Division of ICI is that job satisfaction can only be achieved if the skills and talents of individuals are used to the full. And job satisfaction means maximum effectiveness being achieved by the organisation.

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to his background skills and knowledge. The necessary induction training would be given, together with teaching of the skills necessary to fit him for his first job in the division. Thereafter his own personal requirements would be ascertained at both informal talks with his senior and, more formally, at the performance appraisal interviews.

In such discussions not only would the individual's progress in his present job be discussed but his other skills and talents would be reviewed and his own views sought as to his future. From such a series of formal and informal discussions the individual would progress in a job meeting his own requirements and at the same time develop not only personal skills but the technique of working in a team as part of an organisation.

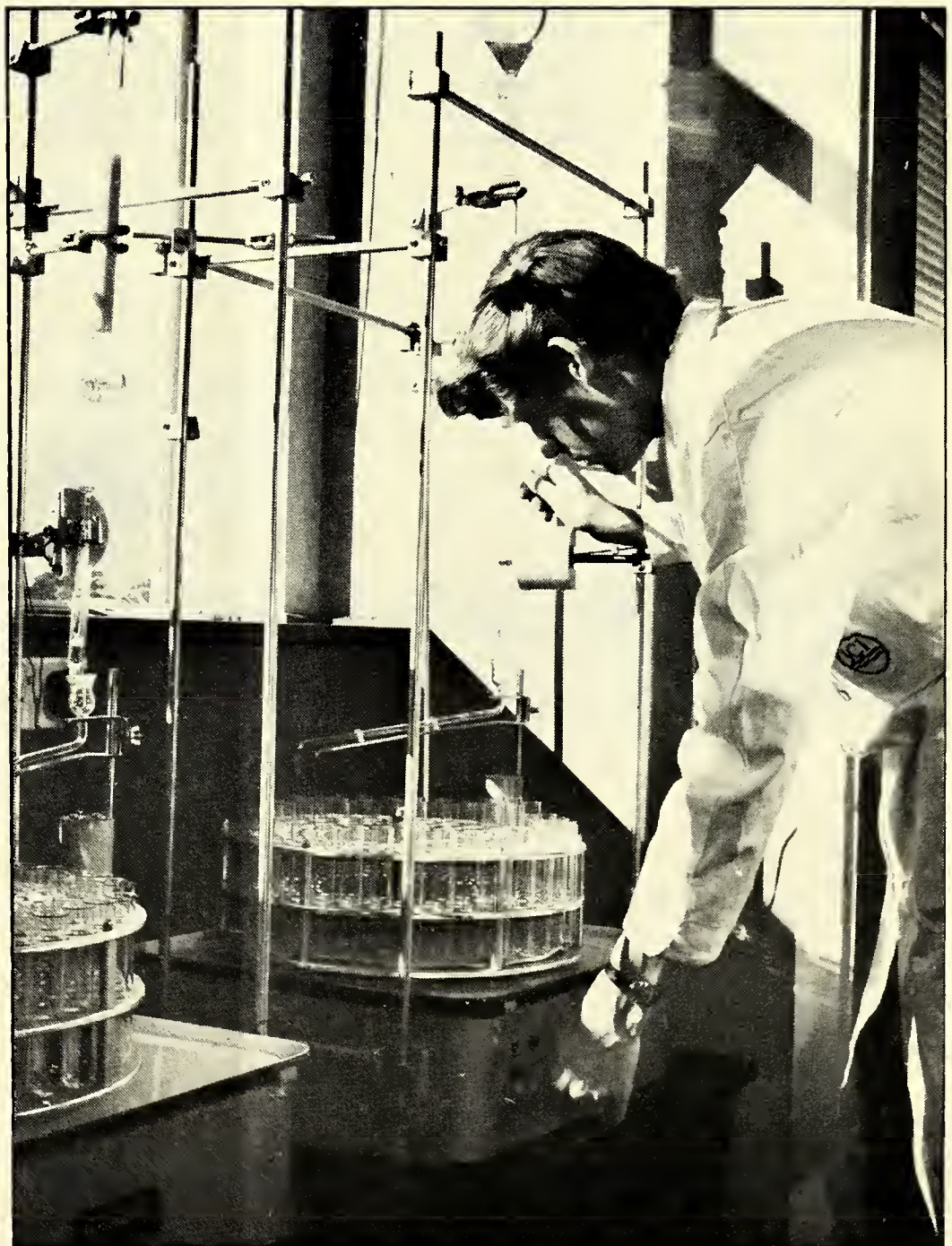
The choice of career within such a large organisation is wide for pharmacists — almost every department has a post requiring a pharmaceutical qualification. On the technical side there is process and product development, quality control and manufacture.

Techno-commercial appointments are made in the information service departments, and in connection with Trade Mark registrations and submission to the Committee on Safety of Drugs, and other official bodies. Here a knowledge of legislation becomes essential.

In marketing, the pharmacist gets involved in market research, planning and, of course, in medical representation. Overseas jobs are often available. ICI operate a commercial training scheme for graduates in which the trainee spends six months in market research to learn about the industry in general; three to six months in a commercial department; and a further three months in the medical department answering technical queries and collecting information.

A final six months is spent in market planning, after which the pharmacist is ready for representation.

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MANAGEMENT

its place in the undergraduate course

A.W. Patterson, Senior Lecturer,
Heriot-Watt University

Controversy has often centred round what is or is not suitable or necessary for inclusion in syllabuses for the education of the next generation of pharmacists. For a number of years there was criticism of the lack of business and management studies even though a considerable majority of pharmacists engage in such activities in the pursuit of their careers.

Arguments for inclusion of management studies are even more cogent today when the traditional idea of a pharmacist being merely a dispenser of medicine is giving place to the concept of a professional manager of a pharmaceutical unit.

When pharmaceutical qualification recently became attainable only by degree, the opportunity was taken by some schools of pharmacy to introduce business studies. This area of study, however, was regarded with reserve in some quarters and it may be illuminating to reflect on why this was so.

There may be several reasons. First, and at least credible, is the argument that management studies have no place in a degree course and that all that is needed can be learned later by experience. This method can be traumatic as many have found. A second reason may have more validity and maintains that professional judgment can only be based on experience as distinct from making what appears to be a theoretically correct decision.

A third reason could well be that some academic units felt ill-equipped to deal with such an innovation as the inclusion of management studies in the syllabus and required time for reorientation.

Students do sometimes criticise certain aspects of their education but realise that they will have to earn a living while they wait for the future to emerge. In general, therefore, students do recognise the value of some knowledge of business and management. This, however, is not the same thing as pursuing such studies enthusiastically.

It is a major objective of academics responsible for constructing curricula that the recipient of such an education process is ultimately enabled to apply his trained intellectual capacity to the diverse problems of professional life with competence and good prospect of success.

To treat business and management studies in a way which will meet these requirements needs careful consideration and the problem has not yet been satisfactorily resolved even by those professing to teach the subject.

Those who practise pharmacy often offer criticism of the educational system and its product, the postgraduate, but are less forthcoming with advice based on their own experience, and sometimes seem to expect academics to be clairvoyant. Much benefit can accrue, however, from greater collaboration and the writer has cause to be grateful to organisations representing both the private and company sectors of pharmacy for valuable advice on suitable syllabuses for business and management studies at undergraduate level.

It must be remembered that in all major sections of pharmacy, general practice, hospital and industrial, there is a need for pharmacists to understand both general management and the control of finance. It is now well understood in industry and commerce that management of personnel requires study of job content, job satisfaction, motivation, environment and a variety of other factors in addition to the simple incentive of payment.

Cost effectiveness of any undertaking is the subject of close scrutiny in many spheres in these times and the management of pharmaceutical units is no exception. The hospital service also is now well aware of the need for personnel of many disciplines to be literate regarding such facts of administrative life.

On the assumption that a case has been made out for the inclusion of management studies at undergraduate level, what then should be included in the curriculum? The following is suggested as a basis for a course in administration and management studies covering all aspects of pharmaceutical practice. Discretion must be exercised as to the depth of treatment required and an allocation of two one-hour lectures per week for one academic year is suggested.

☐ Law and ethics. Forensic pharmacy is only one facet, though a major one, of

the legal implications of pharmaceutical practice.

☐ General practice pharmacy. National Health Service, contractors, remuneration, Drug Tariff. Some knowledge of methods used in assessing the cost of providing a pharmaceutical service which forms the basis for negotiation. The social security system. Accounting methods, interpretation of balance sheets, profitability. Income tax. Banking, finance, investment. Stock control. Costing. Liabilities. Laws relating to contract, offices and shops. Public liability. Authority and powers of inspectors. Security of premises. Jury duty. Commission of minor wrongs. Staff management. Contract of employment. Young persons employment. Industrial Training Act. Trade unions and professional organisations. Insurance. House and property purchase. Property maintenance. Partnership and company. The value of trade associations and the services provided.

☐ Hospital pharmacy. A hospital pharmacist would be expected to be aware of all matters under the heading of general practice. However, the following aspects are especially important:— Stock control methods. Bulk buying, tenders and contracts. Stock distribution. Much other administrative work is, of course, done by the hospital administrative organisation.

☐ Industrial pharmacy. General principles of economics, finance and banking. Stocks and shares. Company law, factory law. Employer's liability. Safety measures in factory and laboratory. Staff training methods and schemes. Technicians' organisations. Professional organisations and trade unions and their representatives in industry. The structure of manufacturing companies in general. The structure of pharmaceutical companies: directors and departmental heads. Subdivision into technical, techno-commercial and commercial departments, their duties and responsibilities. Company property, patents, trade marks, copyright. Exports, imports, customs and excise tariffs, duties and quotas. Foreign exchange. Technical information services. Work study, productivity, automation. Market surveys and sales statistics. Costing procedures, statistical treatment of data. Development and planning. Sales promotion techniques, including advertising. Trading overseas, subsidiary companies, associated companies and agencies. Restrictions imposed by overseas governments.

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BRIGHTON DRUG STORE. Well established business in town centre, heavy seasonal passing trade. Present T/O about £19,500. Double fronted lock/up premises. Lease. Good agencies. Price £2,000 + s.a.v. (London Office).

MIDDLESEX/LONDON BORDER. Ill-health vacancy. Most attractive and well maintained Drug Store with good accommodation over (3 beds., etc.). Lease at very reasonable rent. Price £2,000 plus s.a.v. (London Office).

VILLAGE IN KENT. Attractive pharmacy, spacious and comfortable living accommodation over, large garden, garage. Lease at minute rent. NHS items average 1,000 per month plus some private. Turnover £14,660. Ideal opportunity for husband and wife at £1,850 plus s.a.v. approx. £2,760. (London Office).

BLACKPOOL. Vendor wishes early retirement and offers established family business in quiet residential area. T/O £13,800. D/f. premises, modern well fitted accommodation over (3 beds.). Property for sale incl. household fittings £7,300. Price of business. £100 plus s.a.v. (Cheadle Office).

ORRIDGE AND CO.

DACRE HOUSE,
DACRE STREET,
VICTORIA STREET, LONDON SW 1.
Tel.: 01-799 6433 (5 lines)

HANTS. Lock/up cosmetic, etc., store next to Woolworths in main shopping street of a growing town. T/O first year £17,814 with G.P. £5,703 (32%). Modern fitted shop with room at rear ideal for dispensary. Much potential as pharmacy. Secure lease. Price goodwill, fixtures and fittings £2,750 payable over one year at 8% s.a.v. (or £2,250 cash s.a.v.).

SOUTHEND-ON-SEA. Nr. Middle and working class business situate in teeming locality. Increasing t/o this year should approximate £32,000. NHS approximately 40% of turnover. Net profit to managing proprietor approximately £5,000 p.a. Audited accounts. Lock up shop. Present rent about £400 p.a. Premises held on lease. Established 15 years. Price £5,500 o.n.o. s.a.v. Sole agents.

BRIGHTON Retirement. Business and property for sale. Occupies commanding position. Increasing turnover last year £14,528. Should be considerably more. NHS approximately 400 items per month. Stock about £4,000. Living accommodation available to purchaser on premises. Present hands 20 years. Price required for business and property £7,500 s.a.v. Sole agents.

REIGATE. Nr. Middle class family retail business. Increasing turnover: this year will exceed £19,000. NHS approximately 960 items only per month. Stock about £2,500. Very nice living accommodation. Property for sale upon which, no doubt, a mortgage can be arranged. Established 40 years. Easy hours. Closed for lunch. Early closing Saturday. Price for lease, goodwill and fixtures £2,500. s.a.v. Sole agents.

FOR SALE

PRICE ticket shelf edging white plastic $\frac{3}{4}$ in. at 8d. ft., 1 in. at 9d. ft., $1\frac{1}{2}$ in. at 10d. ft. Price tickets 14s. gross. Also full range of shop-fittings. Midlands Shop Equipment Co., Ltd., 179 Bromsgrove Street, Birmingham 5. Tel.: 021-602 1943.

CIGARS AND WHIFFS, up to 30% saving! Top brand discount service. Write for list and free voucher, CIGAR PLAN, CD20, Havana House, Birmingham 20.

By Order of the Liquidator, G. W. Tyrwhitt-Drake, Esq., F.C.A.,
Re: J. Grossmith & Son Limited.

54 NEASDEN LANE,
LONDON, N.W.10

HENRY BUTCHER & CO.

are instructed to offer for SALE BY AUCTION in LOTS at
THE WORKS on

WEDNESDAY, 8th JULY 1970

at ELEVEN A.M., the

PLANT & MACHINERY OFFICE FURNITURE & EQUIPMENT

including "PEERLESS" MOTORISED MIXERS, "PREMIER" COLLIOD MILLS, EMULSIFIERS, STAINLESS STEEL PANS, "FISHER-LUDLOW" FLOWLINE CONVEYORS PACKAGING MACHINES, PERFUME STORAGE TANKS, "ALBRO" FILLING MACHINES, "ARDEN" LIPSTICK KETTLES & MOULDERS. Weighing Machines, Fork Lift & Other Trucks, "ALBRO" LIQUID FILLERS, ENGINEERS TOOLS, "PASCALL" THREE ROLL MILLS, VACUUM PUMPS by "Pascall" & "Baker Perkins", LABORATORY & TESTING EQUIPMENT, "SIMONS" S.S. PLODDERS & MILLS, AUTO SOAP PRESSES by "Simons" & "Baker Perkins", OFFICE FURNITURE & CANTEEN EQUIPMENT.

NOTE: THE FREEHOLD INDUSTRIAL PREMISES having a Floor Space of approx. 44,750 sq. ft. and occupying a Site Area of about $1\frac{1}{2}$ Acres are FOR SALE BY PRIVATE TREATY. Catalogues (when ready) may be obtained of:

Messrs. JOSOLYNE, MILES & CASSLETON ELLIOTT, Chartered Accountants, 4 Throgmorton Avenue, London, E.C.2. Telephone No. 01-606 4488, and of

Messrs. HENRY BUTCHER & CO., Auctioneers, Valuers & Surveyors of Factories, Plant & Machinery, 59/62 High Holborn, London, WC1V 6EG. Telephone: 01-405 8411 (9 lines).

BUSINESS WANTED

HOME COUNTIES

Public Company wish to acquire additional pharmacies taking approximately £50,000 p.a. and more or with potential to reach this figure. Ample capital resources available. Apply in first instance marking communication "Private & Confidential" to KCL c/o Box No. 1624.

Advertiser has available £20,000 to purchase part or whole of a manufacturing or factoring business producing products for chemists, stores and export. Principals only to:—
Box No. 1649.

AGENTS

AGENT

required to distribute a leading range of French cosmetics.

Box No 1644

WANTED

WE PURCHASE surplus and redundant stocks of every description especially packing material. Spot cash settlement. Reliance Trading Company, 23-25 Charles Lane, St. John's Wood, London, N.W.8. Tel.: JUNiper 0701. C 599

WE WILL PURCHASE for cash a complete stock of a redundant line, including finished or partly finished goods, packaging, raw materials, etc. No quantity too large. Our representative will call anywhere. Or telephone Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W. Tel. Park 3137-8. C 140

WANTED: Surplus cameras, enlargers, cine-cameras and projectors, photographic equipment of every description. Surplus and outdated film and paper, large or small quantities. Phone, write or call. Spears (Dept. CD), back Watling Street, Shudehill, Manchester, 4. Telephone: BLACKfriars 9432 (5 lines), Bankers, Midland Bank, Ltd. C 613

SHOPFITTINGS

SHOPFITTINGS — Manufacturers of chemists fittings offer Special Terms to chemists opening or re-fitting in April, May and June, willing to act as show installations for new range of display shelving, showcases, counters and check-out units. Usual H.P. facilities. Limited amount of three year rental available. Rocano Ltd., St. Paul Street, Bristol 2. Tel.: Bristol 40328.

PREMISES TO LET

AYLESBURY BOROUGH COUNCIL PHARMACY

The Council invite applications from Chemists for a lease of a small pharmacy proposed to be erected at the same time as an adjoining but separate surgery on a large Council housing estate. Annual rental (exclusive of rates and other charges) will be £330 per annum.

The lease will be for a term of seven years with an option to renew. Fittings and floor covering except landlord's fixtures will be the responsibility of the lessee.

Plans of the premises may be examined at the offices of the Borough Architect at this address and further information together with forms of application may be obtained from the undersigned.

R.D.W. MAXWELL
Town Clerk

Municipal Offices,
Friars Square,
AYLESBURY,
Bucks.



360° visibility
and it turns
round freely
to give
maximum
exposure

Finished in
rustless
epoxy varnish
to make it
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The Rotary
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Spacemaker
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SHOWS MORE - SELLS MORE - EARNS MORE

- 65' PRODUCT FACINGS
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- ROTARY AND MOBILE
- WITH WIRE BASKETS -
- WOOD SHELVES - OR HOOKS
- SHELVES ADJUSTABLE TO
- SUIT YOUR REQUIREMENTS
- 33" DIAMETER - 63" HEIGHT
- ASSEMBLED IN 10 - 15 MINUTES

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OXFORD AVE. SLOUGH BUCKS
TEL: SLOUGH 28551 TELEX: 84588

Please send me full details of Rotary Spacemaker

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ADDRESS _____

TRADE _____

TEL _____

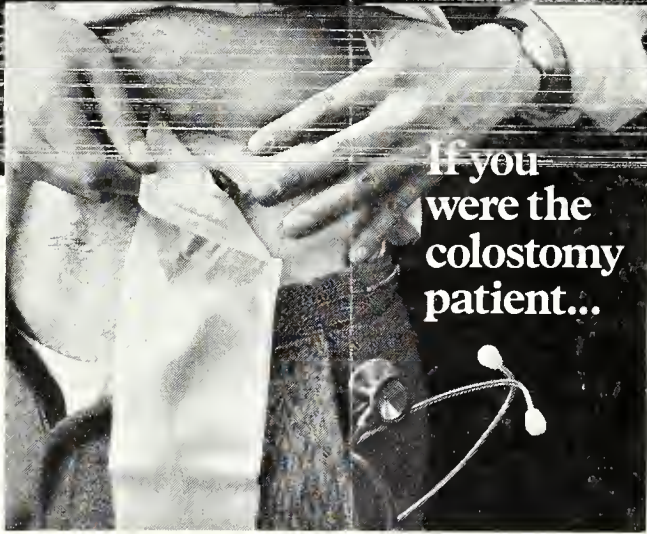
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Why the Nationwide Interest in Coloset Colostomy Bags?

Established hospital acceptance
nationwide advertising and direct-mail promotion

All this is behind the fast-growing popularity of Coloset Colostomy Bags; helped by the personal preference of colostomy patients who will be grateful for the extra security, poise, unique comfort and freedom of these new undetectable bags. Colosets give them a choice of individual or body plaster application in the same pack; with clear adhesive to minimise the risk of skin irritation. Colosets are made in soft, rustle-free PVC and guaranteed leak-

proof. There are three sizes: 8" x 5½"; 12" x 4" and 12" x 5". Boxes of 100 contain 10 handbag or pocket size packs of 10 bags, each with one body plaster and instructions for use. A widespread publicity campaign, including the highly-effective advertisement shown below in miniature, is being launched. There's only one way you can make the most of this increasing demand: make sure you have adequate stocks of Seton Coloset Colostomy Bags now!



you'd be looking for colostomy bags with clear adhesive plasters, to minimise the risk of skin irritation, undetectable bags, made in soft rustle-free PVC material, leak-proof bags you could wear with absolute confidence; plasters designed to allow the opening to be enlarged easily to suit the size of your stoma; a product suitably packed to carry in handbags or pockets.

Would it surprise you to know that there are such bags? Colosets not only cost less than some bags without all these advantages, but also include the unique body plaster, which will stay in place through 10 bag changes.

Seton 
Products Limited A Member of the Seton Group

Tubiton House, Medlock Street, Oldham, Lancashire, England
Telephone: 061-652 2222 (5 lines) Telegrams: 'Tubiton' Oldham

This feature overcomes the problem associated with the constant application and removal of adhesives on the skin. Would you like to know more about Colosets?
SETON COLOSET COLOSTOMY BAGS
7/2 per pack of 10 sizes 12" x 4" or 8" x 5½"
8/3 per pack of 10 size 12" x 5"

To: Seton Products Limited, Tubiton House, Medlock Street, Oldham, Lancashire, England.
Please send me a sample SETON COLOSET COLOSTOMY BAG, stating size preference.

NAME SIZE
ADDRESS

Manufacturers and world distributors of specialised surgical dressings and appliances

. . . or write for full details to:

BATEMAN-JACKSON 

Tubiton House, Medlock Street, Oldham, Lancashire. Telephone: 061-652 2222 (5 lines) Telegrams: 'Tubiton' Oldham.
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